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Products, News & Information Data Centers Can Trust. Since 1979

# Why Move Your Data Center?

## Advice On One Of The Toughest Moves You'll Make

*by David Garrett*

• • •

**Moving a data center** can be as welcome as a root canal or an audit. The expense, hassle, employee fatigue, and looming problems of downtime and business disruption can outweigh the value of the move itself. And the stress of a large project that draws the oversight—and all too often, the critique—of high-level managers does nothing to make the job any simpler.

What's more, moving is such an infrequent event—and one so dreaded by data center experts—that few companies have moving experts on staff. The logistics, insurance, warranty, and OEM issues are often foreign to even the best data center owners and make the notion of moving even more daunting than before.



But in spite of this, there are good reasons to move a data center, and the first of these is the simple insufficiency of the current facility. Is it too small? Too little space is more than an inconvenience; it's a threat to uptime. (A data center that crowds too many servers together risks a level of heat retention that can stymie even the best HVAC systems and take you down for hours or days at a time.)

You could also lack the right power, heating, or cooling or simply be in a building where it's too hard or dangerous to upgrade the infrastructure. In fact, the building itself could be a hazard, with lead paint, asbestos, and VOCs (volatile organic compounds) in the carpet and air ducts. Even worse, you may be on top of a radon reserve and not even know it. Radon is an invisible gas that's widely believed to cause lung cancer, killing thousands of Americans per year by seeping

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# Developing IT Career Paths For Your Team

## Employees Will Find Forks In The Ladder

*by Tony Bradley*

• • •

**Information technology** jobs are rarely boring. Each day typically presents entirely new scenarios and issues to deal with. Each new issue is an adventure and a learning experience and helps to ensure that IT professionals don't stagnate for long. Even so, IT professionals like to know that there is a path to travel and a goal to strive for when it comes to their long-term career plans.

Career paths, and the process of creating or developing them, are regarded as private matters. Companies don't like to share their career path plans, and individuals often consider their personal career development to be a private matter. Andrew Cardwell, an IT manager, agreed to speak from a theoretical point of view based on his past experience with other employers.

Commenting on the importance of developing career paths for employees, Cardwell says it is very important. "You can only motivate your employees with money for so long. You need to provide them with a measured and clear career path so those who wish to progress have goals which they can work hard to achieve."

### The Road Less Traveled

In the idyllic vision we all learned as we grew up, it is assumed that you will start at the bottom and work hard to climb up the ladder until you one day run the company. The days of investing 40-plus years in a single company are all but

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**"You can only motivate your employees with money for so long."**

*- IT Manager Andrew Cardwell*

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■ **Aberdeen** is targeting early serial attached SCSI adopters with its new Stirling X332 storage server. ■ **ADC** released several new data center infrastructure product packages. ■ **AdRem Software** is targeting its network monitoring software at medium-sized IT businesses that have multiple sites. ■ **AirMagnet's** Vo-Fi Analyzer monitors the entire VoWLAN network to identify problems and recommend quick fixes. ■ **Citrix Systems** announced its NetScaler 12000 Web application delivery system. ■ **Coradiant** launched the TrueSight TS-300 Real-User Monitor. ■ **eTelemetry** released Metron, a network appliance that identifies bandwidth usage. ■ **MGE** announced its Enterprise Power Manager 2 software. ■ **Midland Information Systems** released a tape backup encryption program called Paranoia 2. ■ The new mTrust Manager from **msystems** brings security to USB drives. ■ **Raritan** announced a new member of its centralized access gateway appliance family, the CommandCenter Secure Gateway.

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☐ Less than 10 ☐ 200 - 499
☐ 10 - 99 ☐ 500 - 999
☐ 100 - 199 ☐ 1,000+

**2. How often do you purchase computer hardware/software?**

☐ Weekly ☐ Quarterly
☐ Bi-weekly ☐ Annually
☐ Monthly ☐ No Involvement

**3. What is your annual computer hardware/ software purchasing budget?**

☐ $0 - $9,999 ☐ $100,000 - $249,999
☐ $10,000 - $24,999 ☐ $250,000 - $499,999
☐ $25,000 - $49,999 ☐ $500,000 - $999,000
☐ $50,000 - $99,999 ☐ $1,000,000+

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## Upcoming IT Events

**- MAY -**

Gartner Symposium/ITXpo
May 14-18
San Francisco, Calif.
www.gartner.com/2_events
/symposium/worldwide.html

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TDWI World
Conference-Spring 2006
May 14-19
Chicago, Ill.
www.tdwi.org/education/conferences
/chicago2006/index.aspx

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Annual AIIM ON DEMAND
Conference & Expo
May 15-18
Philadelphia, Pa.
www.aiim.org

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Government Technology
Conference West 2006
May 15-19
Sacramento, Calif.
www.govtech.net/gtc/index.php
/GTCWest2006

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Houston ITEC 2006
May 17-18
Houston, Texas
www.goitec.com

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Detroit ITEC 2006
May 24-25
Detroit, Mich.
www.goitec.com

**- JUNE -**

Gartner IT Security Summit 2006
June 5-7
Washington, D.C.
www.gartner.com/2_events
/conferences/sec12.jsp

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Dallas ITEC 2006
June 7-8
Dallas, Texas
www.goitec.com

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InfoComm 2006
June 7-9
Orlando, Fla.
infocomm06.expoexchange.com

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ICCA National Conference
June 9-11
Newark, N.J.
www.icca.org/confinfo_june2006.asp

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Microsoft TechEd
June 11-16
Boston, Mass.
www.microsoft.com/events
/teched2006

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CSI NetSec 06
June 12-14
Scottsdale, Ariz.
www.gocsi.com
**Visit *Processor* at Booth 429**

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Gartner Storage Summit 2006
June 12-15
Kissimmee, Fla.
www.gartner.com/2_events
/conferences/str22.jsp

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Indianapolis ITEC 2006
June 14-15
Indianapolis, Ind.
www.goitec.com

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Storage World
Conference 2006
June 20-22
Long Beach, Calif.
www.storageworldconference.com

• • • • •

Milwaukee ITEC 2006
June 21-22
Milwaukee, Wis.
www.goitec.com

• • • • •

Seattle ITEC 2006
June 21-22
Seattle, Wash.
www.goitec.com

• • • • •

C3 Expo
June 27-29
New York, N.Y.
www.c3expo.com

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Enterprise Architecture
Conference Series
June 27-28
San Francisco, Calif.
www.brainstorm-group.com

# MarketPlace NEWS



## Microsoft Talks R&D

**Microsoft CEO** Steve Ballmer elaborated on the company's research and development efforts for the coming years. At the Microsoft Network Summit, Ballmer said Microsoft will spend about $6.2 billion in R&D during the next fiscal year, including $1.1 billion in MSN online. By making such heavy investments, the company wants to speed adoption of its MSN AdCenter, Windows Live!, and Office Live! services. Microsoft is also working with AT&T to create an interactive, contextual ad service. AdCenter is Microsoft's equivalent to Google's AdWords online advertising format. Speaking about AdCenter in an email to Microsoft employees, Ballmer said, "Our goal is to create the Web's largest advertising network, giving us an engine that will enable us to monetize and compete against Google."

## Yahoo! Faces Class-Action Lawsuit

**Antispyware activist** Ben Edelman is among the lawyers who filed a lawsuit in U.S. district court accusing Yahoo! of putting ads on "low-quality" and spyware-vendor sites. The lawyers represent Yahoo! advertisers such as Crafts by Veronica, which claims Yahoo! and subsidiary Overture Services charged higher advertising rates to give the ads premium placement on well-known sites but put the ads on sites of spyware vendors and sites whose URLs were intentional misspellings of popular sites. Edelman says the damages the lawsuit seeks to recover—the amount advertisers paid Yahoo! for the premium placement—could be hundreds of millions of dollars.

## Intel Announces Chip Names

**Intel officially named** the successors to Pentium D. The new 65nm desktop and notebook chips, codenamed Conroe and Merom, will be branded as Core 2 Duo. The desktop version of the chip will be released in July, and the notebook version will be available in August. The chips will contain a five-digit code at the end to distinguish among chips. The first digit will signify the power draw: either U for ultra-low, L for low, T for standard mobile, E for standard desktop, or X for extreme. The last four digits will be a numeric code.

## Wi-Fi Proposal Doesn't Pass Vote

**The IEEE members** voting on draft 1.0 of the new standard for 802.11n Wi-Fi did not give it the 75% confirmation vote it needed to be approved and passed on as the final draft. Some vendors have already started selling products that are based on the 802.11n Draft 1.0 standard, so the rejection complicates matters, especially since experts predict the final draft will be significantly different from this version. The new standard is slated to make it possible for notebook users to hook up to wireless access points at a higher speed than they can with the current 802.11g standard.

## Quantum To Buy ADIC

**Quantum will spend** about $770 million to acquire ADIC (Advanced Digital Information Corp.). Quantum Chairman and CEO Rick Belluzo says the combination is a great positive for midmarket customers. "We're a good alternative for companies that want to innovate and embrace new technologies and work in a heterogeneous environment," he says. The combined company will become the largest independent company dealing with data storage, management, protection, and recovery. As part of the deal, ADIC shareholders will receive either about 3.5 shares of Quantum for each ADIC share or $12.25 per share in cash.

## RIM Faces Another BlackBerry Threat

**BlackBerry maker** Research In Motion is being sued by wireless email company Visto, saying the BlackBerry email service infringes on four Visto patents. Visto is seeking an injunction and monetary damages related to the patents, which cover how data is synchronized between a remote handheld device and a separate location. Responding to the new suit, RIM filed a countersuit, saying three of the Visto patents "are not infringed by RIM and are invalid." The suit against BlackBerry came shortly after Visto won a similar case against Seven Networks.

## Rhode Island To Create Wireless State

**Rhode Island has** plans to implement a $20 million project that would make the state the first in the nation to offer border-to-border Wi-Fi services. The Rhode Island Wireless Innovation Networks, which will be installed and ready to use next year, will offer real-time connections at 1Mbps minimum by using a blend of Wi-Fi and WiMAX technologies. The system will target business, emergency, healthcare, education, and port security sectors, not consumers. Next month a pilot project will launch that will involve businesses, state agencies, and Brown University.

## EU To Require Battery Recycling

**To reduce pollution** from toxic metals in batteries, the European Union will start requiring that portable batteries, which weigh less than 2.2 pounds (1kg), will need to be recycled after use. By 2012, the recycling target will be 25% of all portable batteries sold; by 2016, 45% of all batteries sold must be recycled after use. The majority of the cost of the recycling program will be paid by the battery producers and distributors. In addition, the EU will ban sales of portable batteries containing more than 0.002% of cadmium and batteries with more than 0.0005% of mercury, with a few exceptions.

## Citrix Buys Reflectent

**Following a number** of company purchases last year, Citrix has made its first acquisition of 2006. The company has acquired Reflectent Software, which manufactures products that monitor client-server, Web, and desktop applications from the end user's perspective. Citrix plans to create a separate product group for Reflectent products.

## Intel Invests In Emerging Markets

**During the next** five years, Intel will invest more than $1 billion to bring technology to emerging nations. As part of the program, which Intel is calling World Ahead, the company will provide equipment, such as computers, as well as training and Internet access. Intel's WiMAX networking standard will also be a part of the mix. Among projects associated with the program is a line of six computers that will be designed for specific geographical locations. World Ahead will give Intel a strong foothold for sales in countries as they begin to mature.

## Another Vista Delay?

**In what may be yet** another delay of its release, Gartner analysts predict that Windows' new Vista operating system won't hit the market until Q2 of next year. Gartner came to the conclusion by researching the time frames of previous Windows OS launches. Although Microsoft seems to be using the timing of its Windows XP release, which was five months between the beta 2 release and manufacturing, Gartner asserts that Vista is more inline with the release of Windows 2000, which took 16 months between the beta 2 release and manufacturing.

## Borland Cuts Staff

**Borland Software** will cut about 20%, or 300 employees, from its workforce in an effort to refocus on the application lifecycle management field. Most of the cuts will take place overseas as the company works to expand efforts in North America and parts of Europe and Asia. Borland also wants to spin off its Developer Tools Group and will start negotiations with potential buyers.

## WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

| Company | Symbol | Year Ago | May 1 $ | May 8 $ | % change from previous week |
|---|---|---|---|---|---|
| Avaya | AV | $8.87 | $11.90 | $12.70 | ▲ 6.72% |
| BEA Systems | BEAS | $7.51 | $13.43 | $12.93 | ▼ 3.72% |
| Computer Associates | CA | $27.82 | $25.34 | $25.73 | ▲ 1.54% |
| Cisco Systems | CSCO | $17.65 | $20.96 | $21.76 | ▲ 3.82% |
| Dell | DELL | $36.83 | $25.65 | $26.43 | ▲ 3.04% |
| Electronic Data Systems | EDS | $19.50 | $27.59 | $26.30 | ▼ 4.68% |
| Google | GOOG | $228.50 | $398.90 | $394.78 | ▼ 1.03% |
| HP | HPQ | $21.03 | $32.64 | $33.79 | ▲ 3.52% |
| IBM | IBM | $77.08 | $82.23 | $82.89 | ▲ 0.8% |
| Intel | INTC | $24.11 | $19.49 | $20.11 | ▲ 3.18% |
| McAfee | MFE | $22.78 | $26.80 | $26.52 | ▼ 1.04% |
| Microsoft | MSFT | $25.21 | $24.29 | $23.73 | ▼ 2.31% |
| Oracle | ORCL | $11.72 | $14.58 | $14.23 | ▼ 2.4% |
| Red Hat Software | RHAT | $11.04 | $29.92 | $32.27 | ▲ 7.85% |
| Sun Microsystems | SUNW | $3.87 | $4.91 | $5.08 | ▲ 3.46% |
| Symantec | SYMC | N/A | $16.76 | $17.38 | ▲ 3.7% |

*NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.*

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BUYERS' GUIDE
MARKET WATCH

# Storage Backup Services

## Save Your Critical Data & Meet Records Retention Requirements

*by Paul Ferrill Jr.*

• • •

ONE OF THE WEAKEST links in any backup plan is often the person doing the backup. While backing up data on the server falls under the normal duties of the IT staff, it doesn't cover the files scattered on individual users' hard drives. New regulatory requirements for keeping copies of emails and correspondence make it even more important to implement a foolproof backup strategy.

Storage backup services offer an alternative to in-house backups. In general, all services install a client application on the machine to be backed up in order to periodically send a copy of the local data to a remote server. Most all of the services use some type of encryption between the local machine and server to protect the contents. Others also offer storage encryption where the data is encrypted before it is saved to the remote server.

**SNAPSHOT**

**312 Technologies BitVault Online**

$29.99 per month or $299.90 per year for 4GB of storage

Offers a simple user interface for selecting files for backup; once you configure the system, you can forget it until you need to restore a file

**www.312inc.com**

**The most common type of backup service offering is strictly file-based, meaning you choose what types of files or directories to protect.**

The most common type of backup service offering is strictly file-based, meaning you choose what types of files or directories to protect. A few of the companies also offer "bare metal" backup services that would be more appropriate for disaster recovery of a server. You'll have to make a judgment call on the level of service you'll need based on budget and staffing.

### 312 Technologies

BitVault Online from 312 Technologies is aimed at the nontechnical market where the typical user either doesn't know how to do a backup or would rather have someone else do it for him. Its specialty is in making the backing up of documents as easy as using the Windows File Explorer.

Each user is presented with an application that closely resembles the Windows File Explorer with the addition of a checkbox beside each directory and file. To back up an entire directory, you simply check the box. Restoring a file is almost as simple, although you do have to find the file that you wish to recover.

By default the BitVault Online software will protect everything in the My Documents folder as well as the Desktop. The defaults can be changed to protect any directory on a local hard drive. One thing 312 Technologies doesn't do is server backup. While it can back up an open Microsoft Word document, it doesn't handle Microsoft SQL server databases or Microsoft Exchange mail stores.

### AmeriVault

The managed service provider market was one of the hardest hit during the dot-com bust. While some of the companies have just managed to stay in business, a number of businesses in the storage backup arena are afloat and doing well. AmeriVault is one of those.

AmeriVault uses best-of-breed software to provide a seamless offsite backup and recovery solution. In addition to the service, it also provides technical support to assist customers with any backup and restore problems. It also supports a wide variety of operating systems, so you won't be strapped to a particular version.

For regulatory compliance needs, it provides an email archiving solution for customers using Microsoft Exchange. Support for Lotus Notes will be added sometime later this year.

Key partnerships with companies such as eVault, Exosoft, and Agility Recovery Solutions make it possible for AmeriVault to deliver custom solutions to meet specific requirements. It even has a mobile vault solution including identical equipment, so if a disaster occurs, it can have you up and running in a very short period of time.

**SNAPSHOT**

**AmeriVault**

Offers a number of different backup services with a solid customer support department to help you through the worst disaster recovery situation

**www.amerivault.com**

### DataPreserve

DataPreserve offers its Remote Backup solution targeted at small businesses and home offices with a high-speed Internet connection and up to 100GB of critical data. The software installs easily and doesn't require any user intervention once configured. All data is encrypted and stored in a remote data center.

It also has an offering called Remote Plus that combines local storage in addition to remote backup. The ProZerver local storage and backup appliance fully integrates with its Remote Backup service to provide both local and remote storage. One nice feature of the DataPreserve Remote Backup is the use of a confirmation email. After the daily backup has completed, the user is sent an email confirming that the backup has been successfully accomplished.

**SNAPSHOT**

**DataPreserve Remote Backup & Remote Plus**

Remote Backup: $19.95 per month for 5GB; $124.95 per month for 50GB

Basic service offers good value while Plus service adds a local storage option; confirmation emails are sent upon successful completion of each backup

**www.Processor.com/DataPreserve2**

### EVault

EVault Protect is an automatic backup and recovery service similar to the other managed services. EVault management tools make it possible for a user to perform the recovery or, in the case of a disaster, call the company's customer support department for assistance. It also offers EVault InfoStage as a combination local and offsite storage solution. EVault InfoStage uses disk-based arrays and EVault's patent-pending backup and data transport technologies.

**SNAPSHOT**

**EVault Protect & InfoStage**

InfoStage starts at $16,000

EVault Protect uses patent-pending technology to establish a backup baseline and then only transmit and store changes to reduce storage requirements and cost

**www.Processor.com/EVault3**

EVault InfoStage eliminates common issues arising from media corruption and human error by using electronic transfer of backups to an offsite facility.

EVault's Small Business Edition focuses on companies with less than 15GB of server data and five or fewer servers. Target markets for this service include small companies without an in-house IT staff as well as businesses with multiple locations or branch offices. All data is automatically backed up and transmitted offsite to EVault's storage facility.

EVault uses differencing technology called EVault DeltaPro to recognize new files detected during each backup as well as the modified portions of files that have changed since the previous scan. These changes are then encrypted and transmitted, significantly reducing the total amount of data being stored on the vaults. The smaller data volume on the vault means less billable data to the customer, helping to keep the managed service affordable.

### Iron Mountain

Connected DataProtector is an online backup service from Iron Mountain. The service provides fast and secure backup and retrieval for individual PCs. One unique feature of this product is the ability to perform a system rollback in the event of data loss using its Heal functionality. Connected DataProtector also makes it simple to migrate data from one machine to another in a few easy steps.

Iron Mountain uses multiple redundant systems to protect against data loss and to ensure you'll have access to your data when you need it. Connected DataProtector uses patented technology to make an initial full backup and then incremental backups of changes to reduce backup time and storage amounts. For security it uses 128-bit AES encryption for secure transmission of files both in transit and in archive.

**SNAPSHOT**

**Iron Mountain Connected DataProtector**

$89.75 for up to five computers (10GB per individual account)

Has been in the document and data protection business for a long time and brings its reputation and service to the online backup market; its products come with full support and anytime access

**computerbackup.connected.com**

### Pro-Softnet

IBackup from Pro-Softnet is a backup service targeted at both consumers and small to medium-sized enterprises. It has everything from a low-cost economy plan offering up to 5GB of storage to high-end plans with up to 1TB of storage and hot backup of SQL Server and Exchange. It will also customize a plan specifically to meet the needs of your business.

Its SME offerings provide several different levels of protection, with the workgroup plan being the most popular. This service provides up to 50GB of storage and five subaccounts. The IBackup Professional product is targeted at financial services businesses and uses 128-bit SSL encryption during transfer coupled with strong encryption on storage. It also keeps up to 30 versions of the same document for retention purposes.

**SNAPSHOT**

**Pro Softnet IBackup & IBackup Professional**

IBackup: $9.95 per month for 5GB, $14.95 for plus option; $49.95 per month for 50GB, $99.95 for plus option

Offers the most cost-effective backup solution per gigabyte of storage of any of the services we covered here

**www.ibackup.com**

### XDrive

This service has been around for a while and offers two basic plans, XDrive Plus and XDrive Workgroup. It offers a free 15-day trial of its 5GB service for you to try.

**SNAPSHOT**

**XDrive Plus & Workgroup**

XDrive Plus: $9.95 per month for 5GB; $19.90 for 10GB

XDrive Workgroup: $99.50 per month for 25GB and five users; up to $909.50 for 50GB and 100 seats

Straightforward backup services that offer protection from theft, corruption, viruses, and disk crashes

**www.xdrive.com**

XDrive has a number of public folders with content such as business, legal, and tax forms. The current XDrive software does not support file versioning, so each time you back up your files, you'll write over any existing file with the same name. The XDrive business offerings start at 25GB of online storage including five user seats and one administrator.

## Buying Tips

- Identify the amount of critical data that will need to be protected.
- Be sure you understand the policies for accessing your data.
- Go with one of the services with good customer support if you don't have any trained IT staff.
- Make sure you try out the process of restoring data before you really need to.

To see *Processor* Showcase advertisements for products in this category, look in the Showcase Index on page 5 and find the Backup Service ads under Services/Storage.

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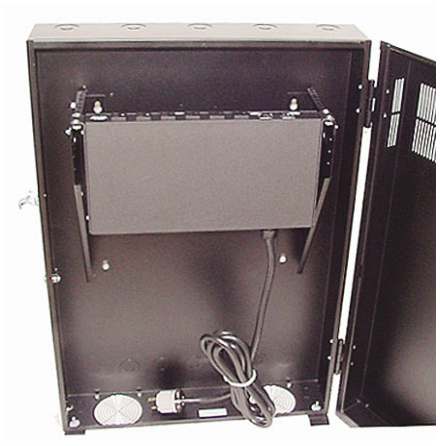
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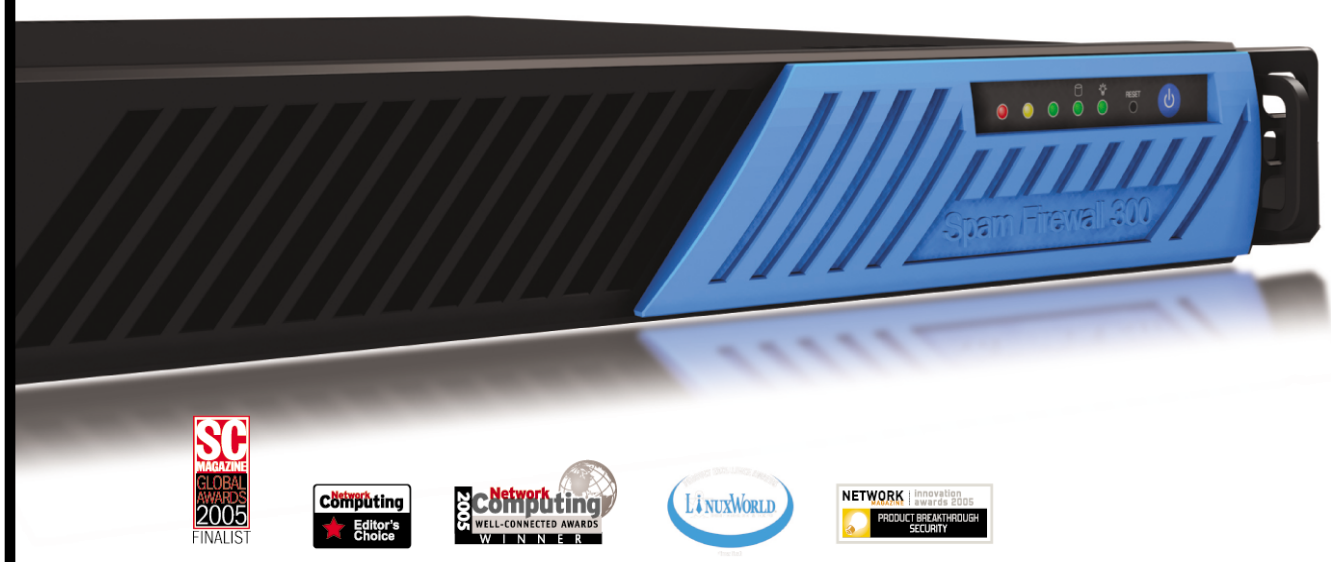
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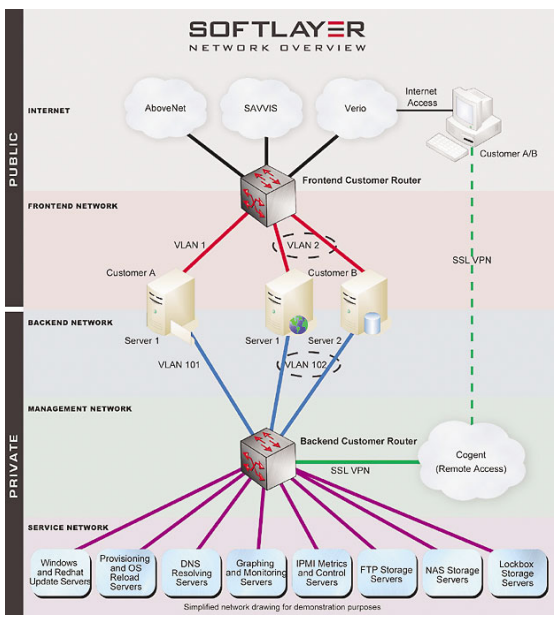
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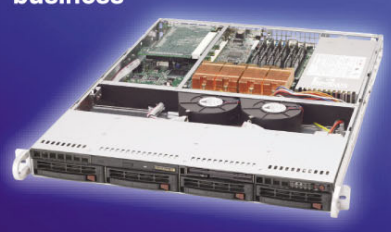
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# Building A New Data Center

## Considerations & Processes For Success

*by Sandra Kay Miller*

• • •

**THINK ABOUT WHAT DATA** centers looked like five years ago and take a peek inside one today—lots of blade servers and racks full of 1U and 2U systems. Packing more computing power in the same amount of space may seem like a good idea, but many data centers are literally struggling under the load. While the equipment physically fits into the space, cabling, power, cooling, and even structural concerns such as raised flooring can begin to buckle from the power draw, hot spots, and sheer weight generated by increasing densities.

"Power and cooling requirements today are five, six, even seven times what they were with lower-density legacy equipment," says Ron Hughes, president of the California Data Center Design Group. "A lot of people are finding their data center can no longer support these loads." With more than 25 years of experience designing, building, and operating data centers throughout the world, Hughes has witnessed these changes, giving him an experienced perspective of what it takes to build a new data center.

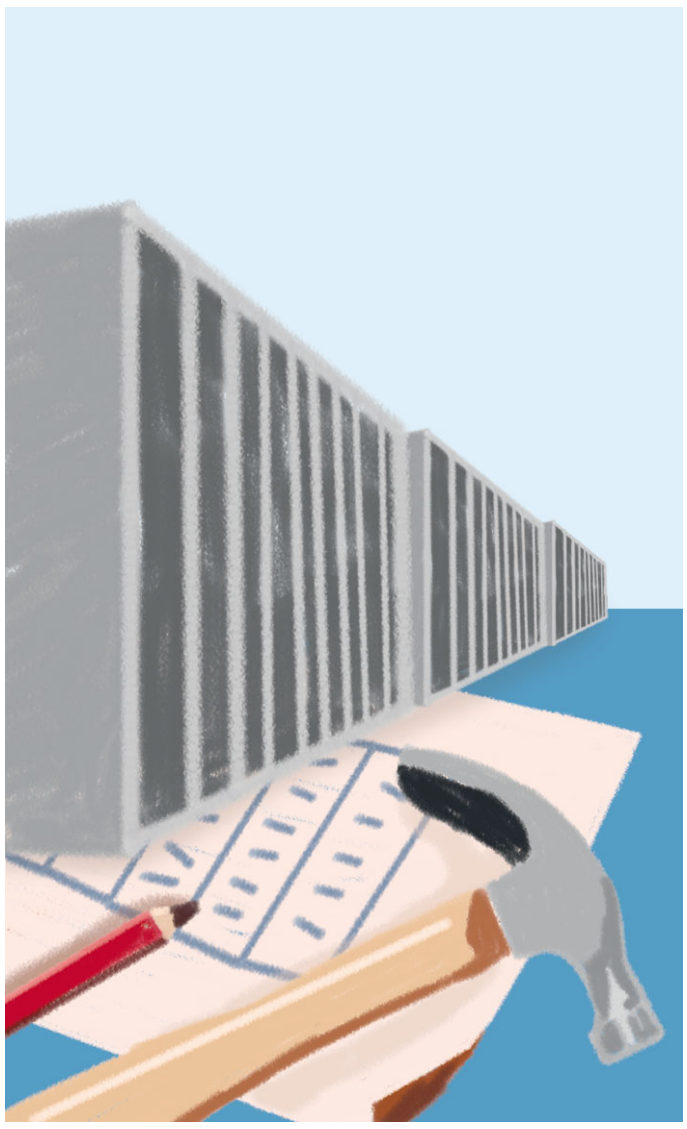
### Where To Begin

When data centers reach 90% to 95% capacity, it's time to seriously consider either expanding the existing data center or building a new one. The decision to build vs. expand hinges on the bottom line. Organizations must take a hard look at their existing location and determine if it can feasibly be expanded to accommodate all the facets of a larger, modern data center.

Hughes starts this process by creating a "power profile" for each type of rack in the existing data center. This quantifies the number of servers in a given rack. From there, organizations can trend their estimated growth and buffer the need for future expansion. This provides a baseline upon which to determine whether to retrofit an existing data center or build a new one.

Leading the decision to build is the fact that with the advent of high-density data centers, power and cooling requirements have jumped as much as seven times what they were only a few years ago. "Instead of designing data centers with 60 to 80 watts per square foot, everything we're doing today is 150 to 200 watts a square foot," says Hughes.

Once the decision to build a new data center is made, the initial profile can be used as the basis for design, including utilities and generator size, level of redundancy, and reliability.



Another factor that comes into play when designing a new data center is standards. Last year, the TIA (Telecommunications Industry Association) introduced TIA-942 (the Telecommunications Infrastructure Standard for Data Centers), which offers designers and contractors a general road map for critical infrastructure such as connectivity, security, redundancy, fire suppression, HVAC, and power required for a state-of-the-art data center.

Hughes says that in addition to the TIA, there are other standards bodies such as the Uptime Institute that also publish data center standards. Standards bodies have extensive information about designing data centers, but Hughes says none of them is specific about quantifying requirements.

### Big Move

Moving into a new data center is a big job and requires the cooperation of multiple parties—employees, contractors, and especially customers. "Everything has to be coordinated with the customer. You have to work around their maintenance windows," says Hughes.

At the very least, Hughes recommends having professional services plan and manage the move. "Most companies have done one or none and they simply don't know what to do. It's not that the consultants out there relocating data centers are any smarter; they've [just] done it a bunch of times, and they know what the pitfalls are and what not to do," he says.

*Go to Page 11*


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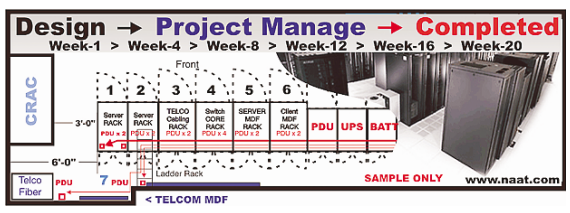
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# Why Move Your Data Center?

*Continued from Page 1*

through building foundations and into the cells of employees; high levels of radon are common—but largely unknown—in major American cities. For more information, see the "Building Hazards" sidebar.

## Business Reasons

Problems such as these can force you to move even if you're happy where you are. Certain business drivers can force a move just as quickly, too.

First is the growing awareness of disaster recovery and its primacy in the enterprise. Companies that find themselves in the paths of hurricanes and tornadoes or merely subject to faulty power grids or social ills such as riots have begun to consider failsafe locations for their data centers. By definition, safe locations are far away from the current data center—often out of state or even across the country.

A merger or the sale of a division may also force a data center move, most often to improve the bottom line or reduce redundant facilities. And the growing burden of Sarbox, HIPAA, and other laws has caused many companies to rethink their data center locations as part of compliance initiatives that demand absolute data integrity.

But not all data centers are moved for good reasons. The capricious demands of upper management or a series of financial problems (most often caused by ill planning) can force data center managers to move their precious assets, even though a move could be avoided or simply postponed with better foresight. And hubris, a reason older than any other, looms over many data center moves. Companies often expand without sound reasons (or sufficient dollars) to justify the expansion, assuming revenues or new markets that never pan out.

## Deciding By Dollars

If you're neck-deep in a decision to move a data center, don't take it lightly. And be sure to marshal the evidence for and against the move before deciding. A little math can help.

To start, list the reasons to move and the reasons to stay where you are and then quantify each in dollars. For instance, your reasons to move can include cost savings, long-term convenience, and greater uptime. If your new data center will save you money, be sure to note how much it will save, down to the penny. Then assign a dollar value to the convenience of a new data center. (If it's a larger facility that lets you arrange racks and equipment more carefully and avoid heat retention in the process, your cooling bill will be lower. If your new center is in a city with a growing labor pool that has lower salary demands, you'll save on payroll, taxes, and benefits.) Add the dollars you'll save by reducing downtime, and you'll have a rough estimate of your new data center's benefits a month, a quarter, or even a year after it goes online.

Compare your financial incentives to move with your financial incentives to stay. There is, of course, the cost of the move itself, including the cost of insurance, extended or special warranties, and outside expertise, including project managers, architects, and moving specialists. Don't forget to factor in the employee overtime and the internal soft costs, such as meetings or worker fatigue, that will lighten your pockets as well. And, of course, you'll add the cost of the new data center itself—the wires, generators, access control systems, and even the building if you're starting from scratch.

When you're done you'll have two numbers. The first is what you'll gain, in dollars, by moving your data center. The second is what you'll save by staying. Neither will be exact, and neither should be the only input in your decision process, but they'll give you a starting point for the tough conversations and advance planning that moving your data center entails.

## To Move Or Not To Move

Should you move your data center? It all depends on your reasons, and not all are justified. Here are a few what-if scenarios to help you decide.

| Reason | Result |
|---|---|
| **Running out of space** | **Yes.** A move (or at the very least, a construction project to expand) may be needed. |
| **Merger, sale, or acquisition** | **Yes.** The decision to move or stay where you are is most likely out of your hands. |
| **Building hazards** | **Maybe.** Asbestos and other threats to the health of you and your staff must be dealt with. If they can be safely removed, you can stay where you are; if not, you may have to move. |
| **Disaster planning** | **Maybe.** A redundant facility or better backup plans may be sufficient. If you're in a region known for disasters (such as hurricanes or earthquakes), you may have no choice but to move. |
| **Corporate relocation** | **Maybe.** When the company moves, most of its workers move, too. But if your data center is already remote or in a satellite office, then it can stay where it is. |

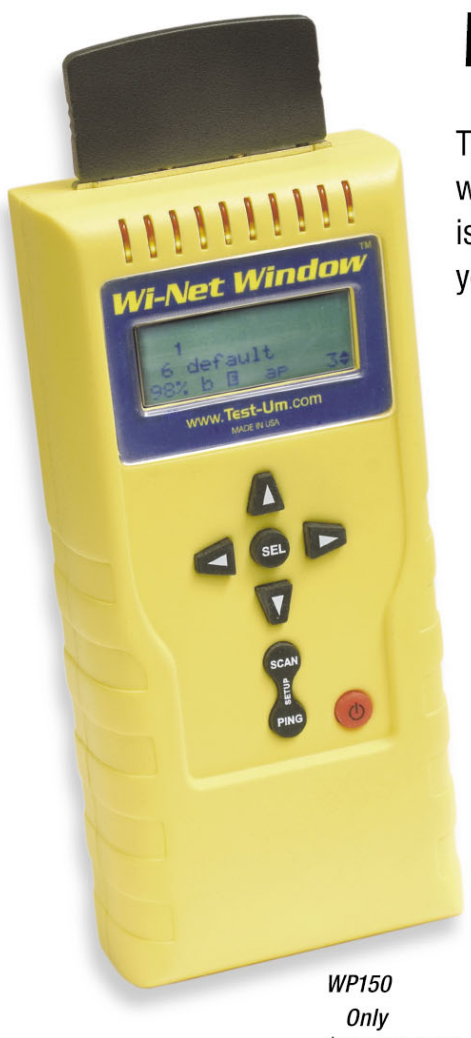
## Building Hazards

If you're in an old building and you discover a building hazard, you may have to move your data center faster than you had planned.

Hazards include asbestos, old lead paint, mold, overwhelming allergens, mercury, pesticides, noise pollution, and VOCs (volatile organic compounds) in carpets and walls. In the extreme they can lead to sick building syndrome, a controversial illness (some experts deny its existence) in which a substantial number of a building's workers or occupants show symptoms consistent with environmental pollution.

Perhaps the worst offender is radon, the second-leading cause of lung cancer in the United States. To know if you're subject to radon leakage, test your building's basement with an inexpensive kit from RadonZone.com or RadonMonitor.com. You can also engage a professional assessor, whose results are likely to be more accurate. Radon evacuation systems are expensive and may not be effective enough to keep you from moving your data center out of harm's way.


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# Developing IT Career Paths For Your Team

*Continued from Page 1*

a memory, but even while job-hopping from company to company, employees need a career path to strive for.

Sonny Discini, also speaking from past experience and not about specifics from his current employer, says, "As the term indicates, career paths lead down many roads of the organization. There are technical paths, managerial paths, and so on. Not every employee is interested in pursuing a management position. Reducing rigidity in career path options gives the employee choices which ultimately lead to satisfaction and retention of skilled personnel."

Cardwell echoes the same sentiment. "We had one career path for all consultants, which split into two distinct career paths for consultants once they got to a certain level. The two career paths were focused on either technical or management."

## Pleasing Everyone

To the extent that it is possible, the career path development plan should be a win-win proposition. The manager cannot try to force the employee to follow a path that does not meet the personal goals and interests of the employee. The flip side of this, however, is that the employee cannot choose a career path that does not support the mission of the company or the organizational department he is working in.

The two concepts are not mutually exclusive, though. The manager should have a clear understanding of the mission of the company and requirements for the organization so that he can work with his employees to develop career paths that match up. With a team of sufficient size and diversity, it should be possible to create career path development plans that suit the individual employees while making the team that much stronger and more productive as a whole.

## Staying On Track

It is not enough to just create a plan and walk away. Technology changes and trends change. Perhaps the personal interests of the employee or the mission of the company evolves over time. Whatever the reason, the career development plan is a living document that must be periodically reviewed. Managers and employees should meet at least once a year to discuss progress and modify the plan as they see necessary.

Failing to create a clearly defined and attainable career path can lead to high turnover. Employees who have no goals or feel that they have stagnated are likely to start looking elsewhere for new challenges and opportunities.

## Career Path Guidance

Developing a career path is a personal venture, typically between the employee and his or her direct manager. Sonny Discini says, "Because employees are counseled by supervisors when creating a career path, it is imperative that the supervisors have all the appropriate tools available and sufficient training in this area. Selecting a career path with your supervisor is very similar to a high school guidance counselor assisting a student [to] select the right paths for the student."

## Requirements Of A Career Path

IT manager Andrew Cardwell suggests a few key areas that employees and managers should consider as they work to create a plan that is challenging and fulfilling but also attainable. The plan should:

- Include constant learning and education
- Meet the organizational goals of the department and the company
- Meet the individual goals of the employee
- Result in marketable skills
- Clearly define goals and milestones

# Building A New Data Center

*Continued from Page 9*

Vendors and professional services that have extensive experience when it comes to a data center relocation can minimize, if not eliminate, the time a data center is offline. Their services often include evaluating relocations and laying the groundwork or turnkey services, thus managing all the aspects of the move.

With most data center relocations, there is going to be downtime. StorageTek Consulting Services, a Fortune 1000 company providing network computing storage services, estimates the cost of data center downtime industry-wide is in excess of $50,000 an hour. Again, it all boils down to budget.

Hughes negotiates with customers to find out when they can be offline and what they're willing to spend to minimize the downtime.

In theory, a new data center could be completely built out with new equipment with the old data center being cut over to the new network in a matter of minutes, but in reality, new installations typically are built out with minimal equipment, and servers get decommissioned and leap-frogged into the new facility over several weekends. "Very few data centers are relocated all at once because of the cost of duplicating equipment," says Hughes.

## Avoiding Problems

Regardless if building a new data center is managed in-house or by an outside consultant, it is absolutely critical to closely track construction progress. "That's the one thing that will really kill you—you've got a data center relocation planned for May 1, but the construction doesn't get done until July," Hughes says.

For Hughes, weekly meetings are a must. A successful method he utilizes is a rolling schedule projecting two weeks at a time. "Show what you got done this week and show what you are going to do over the next two weeks. Make sure that tracks with the overall project schedule," says Hughes.

## The TIA-942 Standard

The TIA (Telecommunications Industry Association) recently published TIA-942 (the Telecommunications Infrastructure Standard for Data Centers). It defines the standards for telecommunications cabling infrastructure used in data centers and similar IT-related industries. The standard designates connectivity for Internet and WAN, operational hosting such as hosting services, file storage, backup, database management, and other services, including application hosting and content distribution. TIA-942 applies to both private and public-domain data and sets requirements for failsafe power, environmental controls and fire suppression, and system redundancy and security.

## Who To Call For Help

Here are some professional groups that specialize in data center planning and relocation.

| Company | Phone | URL |
|---|---|---|
| **California Data Center Design Group** | (916) 631-8212 | www.cdcdg.com |
| **Electronic Oasis Consulting** | (303) 485-1115 | www.e-oasis.com |
| **Forsythe Technology** | (800) 843-4488 | www.forsythe.com |
| **StorageTek** | (800) 877-9220 | www.storagetek.com |

**Regardless if building a new data center is managed in-house or by an outside consultant, it is absolutely critical to closely track construction progress.**

The best way to avoid problems is to have clearly established the new data center's design criteria right from the start of the project. "It's really critical that you define what your design goals are. Quantify what you expect to get from your data center and how you expect it to perform up front," says Hughes. Getting across-the-board buy-in for capacity, the level of redundancy, and anticipated reliability means that everyone has a firm understanding of what will be delivered at the end of the project.

Once construction on a new data center is completed, testing and commissioning must be done. Depending on the size of the project, this can take as long as three months. Only when everything has been certified or signed off as functioning at accepted levels can the project be considered completed.

"Every data center relocation is different," says Hughes. There is no cookie-cutter approach to building a new data center, but with careful planning and close monitoring of the progress, success is within reach.


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# New Trends In Data Centers

## As Equipment Changes, The Centers That House Them Are Overhauled, Too

*by Elizabeth Millard*

• • •

**TECHNOLOGY ADVANCES** have brought more processing power, faster networks, and more affordable pricing for high-level equipment. They've also brought challenges, in the form of power allocation, cooling needs, access control, and fireproofing strategies.

The introduction of high-density servers in particular is driving a renovation and new construction boom, says Ron Hughes, president of the California Data Center Design Group. "People are now willing to spend the money they've been saving for the past few years," he says. "The problem is that a lot of data centers can't support the equipment customers are buying because of a number of issues."

### Power Station

One of the most significant issues seen in data center construction is the allocation of power. Many companies, small to midsized enterprises in particular, have been struggling with how to prevent a brownout when all their machines are running.

"It's not a mystery why power has become such an issue," says Peter Sacco, president of PTS Data Center Solutions. "The proliferation of higher-density machines has put a crunch on data centers with power and cooling." Often, power routed to the data center means that other parts of the building have to struggle with usage, he adds.

To address the issue, a growing trend is the use of power monitoring software that's IP-based, notes Bill Montgomery, founder of Premier Solutions. "So much is based on the power draw that it's imperative to watch the levels not just in general, but in each cabinet," he says. "You can even go down to micro level and monitor the power per port."

### Keeping Cool

Hand in hand with power is cooling, which has become especially vital with the popularity of blade servers. Air conditioning systems can only handle so much of the workload, but it isn't the frostiness of the air that should be uppermost in data center managers' minds, says Sacco—it's the heat.

Cooling systems throw off a great deal of heat, and naturally that has to be vented out of the room somehow. A major trend as SMEs work to keep their centers cool is the creation of additional venting systems that can handle rerouting the air. "Air conditioning is only partially about adding cold," says Sacco. "In many ways, it's more important to think about handling the heat because it's more expensive to get rid of it."

Some have considered dumping the heat into plenums (the main hot-air supply ducts that lead from a furnace or are the outlets for air handlers). This works for smaller data centers, Sacco notes, but especially in older buildings, plenums weren't designed to be the outlets for that level of heat.

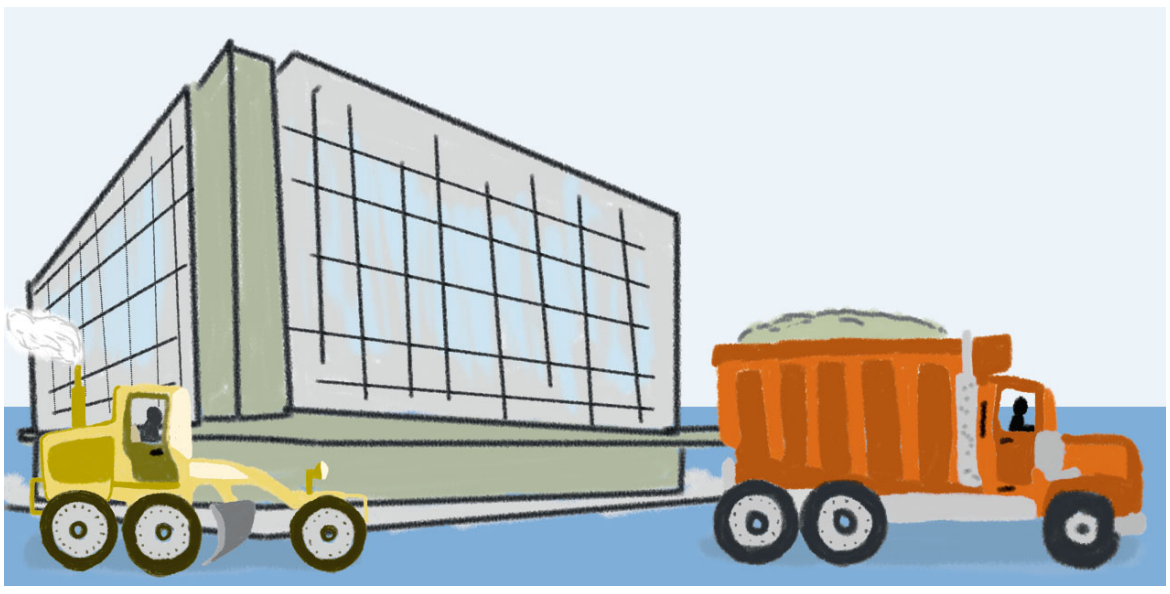
"If you have 15 tons of cooling, you can't depend on the plenum; it just won't work," says Sacco. Rather than install an expensive system for venting, sometimes it's more efficient to limit rack power densities, he adds. "Rather than bootstrap yourself into the belief that you can save real estate by employing high-density cooling solutions, think instead about the larger picture."

One product that has impressed Sacco recently is the new InfraStruXure RC data center cooling unit from APC (www.apc.com). Especially helpful for SMEs, according to Sacco, the RC can be installed next to the IT equipment rack and can deliver up to 60kW of cooling per rack.

### Moving On Out

One innovative tactic that some SMEs are using to deal with power and cooling is to move their centers altogether. Some opt for colocation, Sacco notes, and managed service providers are reporting a spike in revenue from SMEs that prefer to leave the major issues and headaches to someone else.

Another growing trend is locating the data center offsite from the company. Building a separate structure in a location that is more






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beneficial in terms of power gives SMEs the ability to compare different sites and tweak construction based on their needs, rather than trying to tailor what's in their data center based on what type of power is available in their current location.

According to Hughes, there are several site selection criteria that apply when shopping for a new data center location (see sidebar), but in general, data center managers should be considering the cost of power and the reliability of the connections in the area.

### Trend-Driven

There are also a number of more minor trends happening in data center construction and renovation involving everything from security to weight.

Access control is quickly going from nice-to-have to necessary, says Hughes, and many companies are implementing multilevel strategies that combine badges and cards with biometric elements such as fingerprint recognition or iris scanning.

Vendors have been working to give existing centers more options for their card readers rather than doing a rip-and-replace, layering biometrics on top of what's already in place. Some data centers have chosen to go a level higher, Montgomery notes, by centralizing management elsewhere and keeping the actual center under the tightest control possible, with only a few people allowed access.

For fire suppression Hughes expects to see more interest in newer gases that are being developed. Recently he's noticed a move away from Inergen to Sapphire at centers, but managers can expect the market to change even more over the next few years as manufacturers come up with equipment-friendly waterless products.

The quirkiest trend may be equipment weight. With thoughts of power and cooling, many data center managers may be forgetting that adding all that equipment could be unsafe if they are not at basement level. "Racks used to be full of servers that were 400 or 500 pounds," says Hughes. "Now blades can be up to 2,000. That's a lot to load onto one floor."

## Choosing Your Next Data Center Site

According to Ron Hughes of the California Data Center Design Group, here are the site selection criteria for data center relocation or new construction:

- Availability of feeds from multiple substations
- Reasonable power costs
- Connectivity to fiber from multiple carriers
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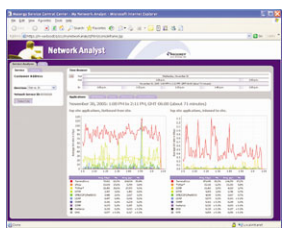
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# Product Releases

## PHYSICAL

### Cable Distribution

■ **ADC** released several new data center infrastructure product packages. The TrueNet Structured Cabling System has a Zero Bit-Error warranty. It supports 10Gb Ethernet over UTP and Category 6/5e. The portfolio includes fiber and cable equipment and terminations, as well as fiber management and 10Gb copper Ethernet. ADC also offers infrastructure design and implementation education resources online. The portfolio follows TIA-942 design standards.

### Power Protection

■ **MGE UPS SYSTEMS** launched its Pulsar MX UPS (Uninterruptible Power Supply) system that is scalable from 5 to 20kVA. The new Pulsar MX 5000 RT UPS has a 0.9 power factor that delivers 4,500 watts of power, built-in redundancy capabilities, hot-swappable batteries and power modules, and integrated output receptacles. This UPS uses 3U for the combination of power and battery submodules and can be configured as a freestanding tower or rackmounted. The Pulsar MX submodules, when connected in parallel within the Pulsar Frame modular chassis (coming this fall), can be scaled to 10, 15 (with redundancy), or 20kVA power levels without disrupting connected equipment and within the Pulsar's 16U frame. For future scalability, the same power and battery submodules can be used for both the standalone UPS and the modular chassis.

## COMMUNICATIONS

### Application Networking

■ Lag and other network problems can make online applications less than compelling. **Stampede** has introduced a new technology with its Stampede Application Acceleration Series and Stampede Web 2.0 Performance Series appliances to help fit these performance issues. The new service is compatible with existing services that required special software on the client. The new approach automatically "injects" the software into Web pages, so there's no need to preinstall special software. Both appliances run on 64-bit versions of Linux and are designed to operate within the Windows environment on the client side. The code helps to optimize XML, Ajax, HTTP, HTTPS, and .NET code. The software is available starting at $35 for a single license, while the appliances start at $35,000 and will be available Aug. 1.

### Content Networking

■ **Citrix Systems** announced its NetScaler 12000 Web application delivery appliance, designed for medium-sized to large businesses. The offering is capable of supporting hundreds of thousands of simultaneous Web application operations and reliably delivering rich content to millions of users. The new NetScaler 12000 accompanies the Enterprise Editions of the Citrix NetScaler Application Switch starting at $94,999 and the Citrix Application Firewall for $45,000.

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■ **Expand Networks** launched the Accelerator 7940, an addition to its Accelerator product family, built to support the rapidly growing trend to centralize applications and data, as well as streamline backup and recovery activities over the WAN. The Accelerator 7940 is 2U rackmounted high-end appliance with support for large numbers of remote sites. Running on Expand's Compass Platform, it features 3TB in six hot-swappable 500GB drives with full RAID redundancy and dual power supplies.

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■ **Fortinet** is targeting large enterprises, security providers, and telecommunications carriers for its 10Gb Ethernet switching and load-balancing module. The module is for the Fortigate-5000 series and is combined with blade system to load balance and manage traffic. The Fortigate-5000 series is an ATCA-compliant security system that can take on throughput, reliability, and security requirements.

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■ **Packeteer** announced a new line of PacketShaper models based on an updated hardware platform design. The new PacketShapers, which include the 1700, 3500, 7500, and 7500/ISP models, offer the same functionality as the previous generation of PacketShapers but provide the user with more processing power and memory. The new models range from the PacketShaper 1700, which is a 1U appliance that supports a 512 class capacity, to the PacketShaper 7500/ISP, which is a 2U appliance that offers a 2500 class capacity support system and speeds of 45Mbps and 100Mbps. These products are available for prices ranging from $3,500 to $39,000.

### Network & Systems Management

■ **Coradiant** launched the TrueSight TS-300 Real-User Monitor, which is a diagnostic, reporting, and real-user monitoring platform. Aimed at small to medium-sized businesses, the TrueSight TS-300 helps system administrators quickly find, diagnose, and fix Web system failures. The TrueSight TS-300 uses Cordiant's Transparent Session Extraction engine and Watchpoint technology for its monitoring and reporting functions. Pricing starts at $19,950.

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■ **eTelemetry** released Metron, a network appliance that identifies bandwidth usage.

*Go to Page 16*

# Put Thinking Back Into The Box

## TDI's ConsoleWorks Is Cost-Effective & Enables Fast Action

*by Cynthia Lazzaro*

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**COMPLIANCE IS ONE WORD** that causes the shakes when most network administrators think about it. Whether a business is bound by Sarbanes-Oxley or any other federally mandated compliance regulation or is simply trying to protect its own infrastructure by creating and complying with its own security policy, there is definitely an impact on the IT infrastructure. There must be enough long-term storage for data maintenance; there needs to be a security policy to define and impose methods to secure the transmission and access to data; intruder detection systems and remote administration issues need to be addressed and monitored; and audit reports need to be provided on schedule to assure the powers that be that a business is in fact in compliance. But getting all the pieces to monitor security compliance in place, including hardware, software, and training for the IT staff, is a financial burden for most companies, and for SMEs the costs can be prohibitive.

However, things just got better for small to midsized business. TDI (TECSys Development Inc.) has now paired its ConsoleWorks software, which monitors enterprise SEM (Security Event Management) and database storage of events for regulatory compliance validation. The preconfigured appliance provides quick and easy setup as well as an intuitive interface. The new product from TDI is called CAS (ConsoleWorks Appliance Server) and not only provides security and regulatory compliance information but allows businesses remote access to real-time management of networked servers, applications, and other network attached devices. Some vendors are also creating IEMs (Intelligent Event Modules) for products to provide more specific event identification, documentation and resolution options.

There are many other excellent features available with TDI's ConsoleWorks Appliance Server; among them is support for cross-platform management tools including serial based terminals, TCP/IP protocol utilities, SSH/SSL, Telnet, IPMI, WMI/CIM, centralized event log data that is digitally signed, remote access to system BIOS, and monitoring of messages on reboot as well. CAS also provides 24x7 system and application-performance monitoring and automated response and alerts.

CAS currently has two configurations: CAS 1000W, which supplies licenses for 24 console ports and eight multiconnect ports, and CAS 2000W, which licenses 48 console ports and 24 multiconnect ports. The CAS 2000W also offers a dual power supply.

One competitor to ConsoleWorks Appliance Server is Lancope's StealthWatch System 5.1 (www.lancope.com), which has achieved Common Criteria Evaluation Assurance Level 2 and provides many of the same features. Another competitor is Cisco's Security Agent (www.cisco.com), formerly Okena's StormWatch 3.0, which is not only an intrusion prevention solution but also consolidates security products covering Windows and Unix systems.

**SNAPSHOT**

**TDI ConsoleWorks Appliance Server**

CAS 1000W: $24,500

CAS 2000W: $49,500

An affordable and comprehensive security monitoring appliance that assists in assuring security compliance and remote administration

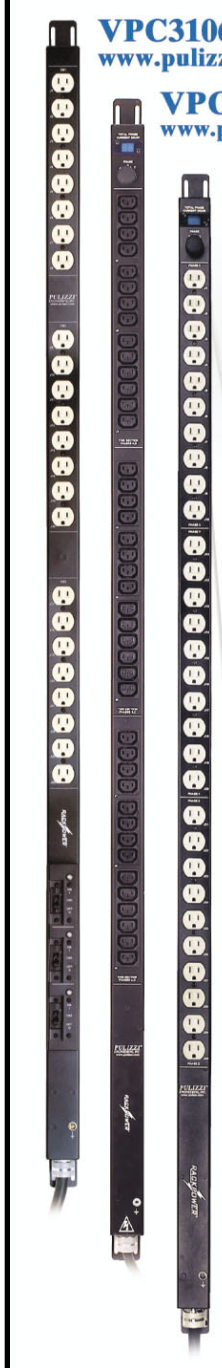
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| MS Windows/Red Hat ES | MS Windows/Red Hat ES | MS Windows/Red Hat ES | MS Windows/Red Hat ES | MS Windows/Red Hat ES | MS Windows/Red Hat ES |
| 1GB DDRII400 ECC Ram | 1GB DDRII400 ECC Ram | 2GB DDRII400 ECC Ram | 1GB DDRI400 ECC Ram | 1GB DDRI400 ECC Ram | 2GB DDRI400 ECC Ram |
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# Product Releases

*Continued from Page 15*

A person, department, or whole office can be tracked regardless of changing IP. Bandwidth usage is followed in real time and tracks Web surfing time. Personal identifying information can be found on non-registered users of the network. It correlates a network user's name, contact information, IP address, computer's unique hardware (MAC address), and switch port in real time. Metron will be available Aug. 15.

### Router

■ **Cisco Systems** released a Network Processing Engine (NPE-G2), VPN Services Adapter (VSA), and Port Adapter Jacket Card for use with Cisco 7200 Series of WAN aggregation routers. Priced at $19,000, the Cisco NPE-G2 features threat defense, highly secure VPN connectivity, network admission control, and VoIP-to-IP gateway functions. The Cisco VSA, a hardware acceleration module that enhances router performance, will be available later this year. The Port Adapter Jacket Card allows the I/O slot to conform to a single port adapter for increased capacity and is available for $1,250.

### Security

■ **Blue Coat Systems** partnered with **Vontu** to create a data monitoring and loss prevention appliance and server that handles encrypted Web mail via SSL. They are targeting companies that want to prevent data loss via Web mail, among other communication channels. The Blue Coat appliance inspects Web mail and other traffic (such as FTP, HTTP, and HTTPS) and enforces policies, including spyware and malware prevention policies, and then shares the clean data with a Vontu 6.0 server via ICAP (Internet Content Adaptation Protocol). The Vontu server prevents data loss, and the SG servers also accelerate legitimate traffic.

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■ **Britestream Networks** joined with **Otto Security & Software Technology** to release the OSST SecureGUARD security appliance. The device is designed around Microsoft's integrated firewall, VPN, and Web cache product, ISA Server 2004. The offering aims to protect Exchange Server, Outlook Web Access, Windows SharePoint Services, and Internet Information Services. The appliance will be available by the end of this quarter.

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■ **Bull** introduced the TrustWay PPS, which is a USB security key that helps prevent data and identity theft. Users enter a PIN code on the TrustWay PPS to access the secured notebook or workstation. The device supports AES 256-bit encryption at up to 30MBps and features updatable firmware. The TrustWay PPS is available in 512MB and 1GB versions, for approximately $355 and $412, respectively.

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■ **Elemental Security** announced ESP (Elemental Security Platform), a NAC (network access control) that integrates access controls with a broad policy and risk management framework. ESP continuously monitors machines' configuration, inventory, activity, and policy compliance. Access controls let security administrators restrict access of machines in and outside of the network. Key systems can also be protected to the set security level. ESP supports access control capability for Windows, Solaris, HP-UX, AIX, Mac OS X, and Linux.

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■ **MetaInfo** and **StillSecure** announced a partnership to provide secure IP address management for DHCP-based NAC. This partnership integrates MetaInfo's SAFE DHCP Quarantine Appliance and StillSecure Safe Access. Before endpoint devices can connect to the network through MetaInfo's SAFE DHCP Quarantine Appliance or receive a DHCP address, they are tested by Safe Access. Based on these test results, devices are either permitted or denied network access or restricted to a specific part of the network to help enforce organizational security standards.

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■ **Multi-Tech Systems** has overhauled its RouteFinder Internet security appliances. RouteFinder models are targeted at SME applications that have an ICSA-certified firewall. The RF850 (RouteFinder all-in-one)

# Protecting The Network Inside & Out

## New Appliances From CP Secure Protect Businesses From Malicious Code

*by Joseph Pasquini*

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THE BENEFITS OF CONNECTING an organization to the Internet are obvious, but so are the risks. To help IT and security professionals better safeguard their network infrastructures, CP Secure has introduced two new devices: the CSG (Content Security Gateway) 1500 version 2.0 antimalware appliance and the WormSecure 500 dedicated network antiworm appliance.

Enclosed within a 2U rack-mountable enclosure, the latest version of the enterprise-scalable CSG 1500 uses real-time, stream-based scanning to analyze network traffic at the perimeter. Protocols supported include HTTP, SMTP, POP3, IMAP, FTP, and HTTPS. The appliance is scaled for 1,500 concurrent users and 32,000 concurrent connections. Web traffic is scanned at a rate of 71Mbps and email traffic at a rate of 460,000 messages per hour.

"With the CSG 1500, enterprise customers are now able to stop all forms of malware/viruses at the Internet gateway before it penetrates a network," says David Lu, president and CEO of CP Secure. "The CSG 1500 provides real-time scanning of

# Product Releases

includes two Ethernet 10/100 WAN ports with the second port being used for either DMZ or load balancing. It supports up to 50 VPN tunnels and uses 3DES and AES encryption. An RS232 port is included, as well as spam filtering, optional email virus detection, and content filtering. Model RF860 includes the RF850 features with four times the memory and supports up to 100 VPN tunnels. The RF850 and RF860 are available for $1,299 and $1,699, respectively.

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■ **NetClarity** announced the availability of a new proactive endpoint product in partnership with **Juniper Networks**. The product features a combination of the NetClarity Auditor Vulnerability Management appliance and the Firewall/IPSec VPN security device from Juniper. The Auditor Enterprise can automatically scan laptops for CVE (common vulnerabilities and exposures), which are common roots for compliance issues and network downtime. This tandem was also designed to identify and protect against emerging threats such as spyware, worms, and viruses.

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■ **Sensory Networks** announced a partnership with **Intoto** in releasing a high-performance IPS called NodalCore-accelerated Intoto IntruPro, geared to handle enterprise applications. The offering will feature Sensory Networks' NodalCore acceleration platform, specifically designed to accelerate network intrusion detection and prevention. The NodalCore platform can match up to 10,000,000 expressions and offers users an arbitrary length search context for greater accuracy. IntruPro will also utilize Intoto's Inline IPS technology, a system that features system certification, signature updates, and a sophisticated management platform.

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■ **Trend Micro** announced Network VirusWall Enforcer, its second-generation enterprise-class NAC appliance that helps ensure that all devices comply with security policies before they're able to access corporate networks. Network VirusWall Enforcer integrates all aspects of NAC with antiworm capabilities into one appliance. Network VirusWall Enforcer also has agentless policy enforcement to make management more efficient and scans devices for security software, critical patches, and current updates as a way of ensuring only compliant devices access the network. Network VirusWall Enforcer 2500 will be available in North America next month.

### Switch

■ **Foundry Networks** unveiled the FastIron GS Series family of compact edge switches. The FastIron GS Series line of switches is a new generation of PoE switches designed for cost-effective convergence at the network's edge. This product family is built for organizations looking for the convenience and scaling benefits of a compact switch in a stackable form with the option to expand to 10 Gigabit Ethernet for high-capacity connectivity to the network backbone.

### Wireless

■ **Belkin** announced its Belkin N1 Wireless networking line. N1 Wireless is based on the 802.11n draft and uses MIMO (multiple input multiple output) multiplexing techniques to enable multiple receivers and transmitters to send and receive data. N1 Wireless has a link rate up to 300Mbps in 40MHz Channel Mode and up to 150Mbps in 20MHz Channel Mode. The Belkin N1 Wireless line includes the N1 Wireless Router, Notebook Card, Desktop Card, and USB Adapter Card. All products are available, except the USB Adapter Card which will be available in the third quarter of this year.

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■ **Firetide** launched HotPoint access points to complement the company's HotPort high-performance mesh networks. The new products include indoor and outdoor models and can be used either as standalone access points or can be connected to a Firetide HotPort mesh network for full integration. The indoor model features a compact plenum-rated enclosure with

*Go to Page 18*

major Internet protocols, without creating a bottleneck on a corporate network."

The CSG 1500 is available in three different configurations offering either two or four Gigabit connections or a combination of two Gigabit and two SX fiber-optic connections. In addition, the device's redundant power supplies provide for fail-open and fail-over services. Load balancing is also available as a feature for large enterprises requiring the capability.

Designed to work in conjunction with the CSG 1500 or other comparable gateway and endpoint security products, the WormSecure 500 utilizes behavior and signature-based detection engines to protect small to midsized enterprise customers from known as well as zero-day worm outbreaks. TCP, UDP, and ICMP protocols are all supported. Featuring a packet-scanning throughput of 500Mbps and the ability to support a maximum of 100,000 concurrent connections, the intranet-residing security appliance can protect up to 500 nodes spread across six network segments.

Signature library updates are propagated to both the CSG 1500 and the WormSecure 500 on a daily basis and as frequently as every 15 minutes for emergency signatures. Both devices, which include an LCD and keypad for console configuration and viewing status information, feature a secure Web-based graphical console for remote administration. Additionally, both devices also include software licensing for an unlimited number of users.

Competition to the CSG 1500 includes Trend Micro's InterScan Web Security Appliance 2500 (www.trendmicro.com), McAfee's Secure Web Gateway 3300 (www.mcafee.com), and Blue Coat's Proxy SG8000 Series and Proxy AV2000 Series (www.bluecoat.com). Similarly the WormSecure 500 appliance faces competition from Trend Micro's Network VirusWall 1200, as well as Check Point's InterSpect 410 (www.checkpoint.com).



**SNAPSHOT**

**CP Secure Content Security Gateway 1500 version 2.0 & WormSecure 500**

CSG 1500 version 2.0: $23,995 per unit

WormSecure 500: $9,900 per unit

Appliances designed to work together to protect SMEs from malware and worms using real-time scanning and a regularly updated signature library

**www.cpsecure.com**


*Manufacturer Presentation*

*Physical - Racks & Furniture Advertisement*

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*Manufacturer Presentation*

*Physical - Cable Distribution Advertisement*

### Belden IBDN End-to-End Cable Management



Belden CDT Networking, a global leader in the design, manufacture, and marketing of a wide range of cabling and connectivity solutions for the networking marketplace, has a new line of Belden IBDN Cable Management Solutions. As one of the largest structured cabling system suppliers in the industry, Belden CDT Networking has leveraged its resources to enable end-to-end, integrated cable management and maintenance. Belden IBDN cable management components are available for every kind of commercial network installation, including data centers, riser systems, telecommunications closets, horizontal wiring, and workstations in single buildings or campus networks.

***The new product line includes:***

- **Enclosures and Racks.** Floor and wallmount enclosures and racks are available in a variety of standard and custom designs. The line also includes numerous mounting, cable, and patch cord management options and accessories. **www.Processor.com/Belden2**
- **Cable Ties.** Belden IBDN Cable Ties come in a complete range of sizes for varying load capacities and are available in standard or weather-resistant nylon and Velcro®. **www.Processor.com/Belden3**
- **Surface Raceways.** The Belden IBDN Surface Raceway System, which provides a functional, affordable solution for wire enclosure applications, includes extruded raceways with preapplied adhesive backings, plus a variety of fittings and junction boxes. **www.Processor.com/Belden4**

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Belden CDT

## Manufacturer Presentation

*Physical - HVAC Advertisement*

### Ceiling-Mounted Spot-Cooling Solution

The CM12, a new ceiling-mounted packaged air conditioner; adding a space-saving, quick, and easy spot-cooling solution to MovinCool's award-winning lineup of portable workplace air conditioning products. Often the main roadblock to the efficient cooling of cramped server telecom and equipment rooms is the lack of floor space to accommodate a roll-in portable spot cooler. MovinCool has solved this problem with the CM12, a lightweight, space-saving, easy-to-install ceiling-mounted unit.




The CM12 delivers 10,500 Btu/H of cooling in a compact, self-contained unit that mounts easily with standard, off-the-shelf hardware above a standard drop ceiling and requires no special electrical connections, saving time and money.

"Saving space, time, and expense for spot cooling has become essential for many businesses with critical equipment operating in confined spaces with no ventilation or air conditioning," according to John Doran, manager of the MovinCool Department. "MovinCool pioneered the concept of workspace spot cooling with its portable units," Doran adds, "and now, with the CM12, offers an out-of-the-way ceiling-mount solution that will certainly save our customers time and money, as well as space."

The new CM12 comes with a variety of built-in capabilities and safety features:

- Built-in mounting brackets designed for off-the-shelf mounting hardware
- Conveniently controlled by most off-the-shelf thermostats
- Connects to the building control system
- Works with fire alarm controls for safety shut-off

The CM12 has a wide operating range of 60° to 95°F on the evaporator and 60° to 113°F on the condenser. Built-in 10" supply and return air flanges with 2.7" flange depth enable easy duct installation, improved air circulation, and more efficient cooling.

Warning signals and audible alarms for condensation overflow and unscheduled shutdown are built-in and can be wired to a central location. Standard internal pump is included.

In addition to the CM12, MovinCool offers the Office Pro lineup, a seamless series of portable spot-cooling solutions that will fit any requirement. MovinCool portable spot-cooling solutions offer more units, more power, more protection, more affordability, and higher cooling capacities than most comparable portable air conditioners up to 60,000 BTU/h.

Companies looking for additional information and advice on portable spot cooling and the MovinCool lineup of air conditioning units can visit the MovinCool Web site at **www.Processor.com/MovinCool** or contact the company by phone.

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## Manufacturer Presentation

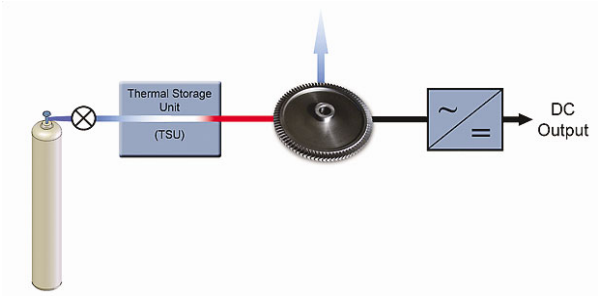
*Physical - Power Protection Advertisement*

The **CoolAir DC** is the first minute-for-minute alternative to batteries for UPS and telecom applications. Active Power was the first company to market a family of viable battery-replacement products: the CleanSource DC and CleanSource UPS, which are based on flywheel technology. The flywheel products have proven rugged and reliable in a wide variety of applications, but their relatively short backup times (compared to batteries) have been perceived as a disadvantage at sites where a backup generator is not present.




The **CoolAir DC** is a completely new design that provides ruggedness, reliability, and long backup times. The new product connects to a typical UPS exactly like a battery cabinet and provides exactly the same functionality, but without the unreliable performance and environmental issues of lead-acid batteries.

**How does it work?** The **CoolAir DC** stores energy in the form of compressed air and heat. During a utility outage, the compressed air is routed through a Thermal Storage Unit (TSU) to acquire heat energy. The heated air spins a simple turbine/alternator to produce electric power. The **CoolAir DC** also contains a small, continuous-duty flywheel to support the critical load during the brief period required for the turbine to spin up the speed.




The system is competitive in cost and footprint to quality batteries. The new system will handle the same challenging range of ambient temperatures and step-loads as the flywheel-based products. Unlike flywheels, however, a single **CoolAir DC** module can provide up to 15 minutes of backup power under full load. For lighter loads, **CoolAir DC** can be configured to provide hours of backup power.

Active Power®

**Contact: 512-836-6464**
**www.Processor.com/ActivePower2**

# Product Releases

*Continued from Page 17*

brackets for wall, ceiling, and office cubicle mounting. The outdoor model features a rugged, weatherproof enclosure and high-gain antennas and can receive its power directly from a connected mesh node, eliminating the need for an external power supply.

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■ **Foundry Networks** introduced two new offerings to its IronPoint family of wireless LAN products. The IronPoint Mobility Series is a new family of wireless controllers and access points that apply advanced RF management, QoS, security, and call admission control techniques to deliver secure, high-quality mobile converged voice and data services in high-density wireless LAN deployments. To enable tighter control and better surveillance and management of wireless LAN users and assets, Foundry is introducing the IronPoint WLM (Wireless Location Manager) management application, which adds an advanced layer of network security that can detect, locate, and isolate rogue and unauthorized access points and wireless clients.

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■ **Meru Networks** has announced the Meru Wireless Backbone System for wireless voice and data applications. With the system the LAN infrastructure is wireless, and no wiring is required in distribution or access networks. The system lets companies convert wireless networks into overlay-over-wired networks or all-wireless environments. The system includes Meru's AP150-WB dual-radio access point, Radio Switch RS4000-WB, AP208-WB access point, and Wireless Backbone Software for Meru's MC-series Controllers. The Meru AP150-WB costs $995; the AP208-WB will sell for $1,295; and the RS4000-WB costs $2,995 and will be available in July.

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■ Determining Wi-Fi problems isn't always easy, and many diagnostic tools ignore the physical radio band associated with Wi-Fi networks. **WildPacket's** OmniSpectrum software can analyze the radio environment and identify potential interferences. The system can not only identify the class of an interfering device, but in some cases it can even provide a manufacturer and model name for the device, allowing administrators to quickly track down the cause of interference problems. Included in the system is a PC card for use in any notebook PC. OmniSpectrum is available for $3,995.

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■ With **Xirrus'** Wireless LAN Array, users can establish up to four independent 162Mbps wireless backhaul links by connecting three IAPs (Integrated Access Points) together per link. Xirrus claims the offering is the first of its kind to deliver multibackhaul and bonded multiradio capabilities, ending the need to lay cabled uplink connections in locations where running Ethernet cable would be either too expensive or unrealistic. Through Xirrus' alliance with Network Chemistry, the Wireless LAN Array also has a firewall and filtering functionality. It will be available at the end of the month.

## END NODES

### Data Collection

■ **Metrologic Instruments** has announced the MAXIMUS SP5800 Series and IMPULSE RFID Readers, which are designed for automation of supply-chain activities. The SP5800 Series MAXIMUS reader is a multifrequency RFID reader with high-resolution, 2MP imaging and a built-in fingerprint reader for additional security. The MR600 Series IMPULSE is a multiprotocol, G2 EPC fixed-RFID reader for applications that require only one set of antennas. The MAXIMUS product supports UHF RFID and can also handle HF RFID. With Omniplanar's SwiftDecoder, it can also decipher 1D, 2D, and postal barcodes. The reader supports Bluetooth and 802.11b wireless connectivity. The IMPULSE reader also supports EPC- and ISO-compliant UHF RFID tags. The new products will be available in the second half of this year.

### KVM & Console Access

■ **ATEN Technology** released a 32-port, 8-console KVM switch. The KM0832 CAT5 Matrix allows eight users to directly access and control up to 32 PCs. It has a 1U enclosure that features a removable front panel, which allows it to be mounted on the back of racks. The switch also has a shared ninth console port and a CAT5 UPT user port, and administrators can control servers from up to 500 feet. It handles keyboard and mouse emulation and offers support for LCD, SVGA, VGA, and XGA monitors. It has three-level password protection: User, Administrators, and Super Administrators.

# On The Road Again

## Premier Global Services Offers PrintAnywhere & ConferenceAnywhere For Mobile Professionals

*by Kurt Marko*

• • •

WITH MANY MOBILE professionals having ditched the laptop for a BlackBerry or smartphone, when needing a printout they often envy their office-bound colleagues. Premiere Global Services, a leader in the communications automation and document management industry, has introduced two new services—PrintAnywhere and ConferenceAnywhere—designed to simplify the life of roving workers.

PrintAnywhere, in essence an email-to-fax gateway service, translates forwarded email into print jobs. It works with most mail-enabled mobile devices and any PC mail client, whether application- or Web-based (everything from Outlook to Gmail). For PCs and smartphones, messages can be sent to the nearest fax machine by using its phone number at the PrintAnywhere domain as the recipient address. BlackBerry users must install a small plug-in that adds a PrintAnywhere menu pick to its email options window, which likewise allows messages to be forwarded to a fax number. Unlike many fax gateways that are client-side applications and have limited ability to handle attachments, PrintAnywhere is an Internet service, with all

# Product Releases

The KVMs supports daisy-chaining, allowing control of more than 8,000 PCs. The KM0832 supports hotkeys and multiple platforms, including PS2, serial, SUN, and USB.

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■ **Belkin's** new OmniView KVM-over-IP family allows admins to control their servers from anywhere, anytime. The OmniView Remote IP Manager adds KVM-over-IP technology to existing KVM configurations. The OmniView Quad-Bus 2x16 KVM-over-IP Switch supports one local and two digital users (two simultaneous users) and can expand to support up to four simultaneous digital or local users and 256 servers by daisy-chaining. The OmniView SMB KVM-over-IP Switches support one local and one digital user (one simultaneous user). The 1x16 KVM Switch can expand to support up to 256 servers, while the 1x18 KVM Switch can support up to 248 servers via daisy-chaining. The Remote IP Manager will be available next month with the switches available in July.

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■ **Lantronix** announced a new version of its SecureLinx SLC console server. The expanded features are also available as a field-deployable software upgrade to existing SLCs. The enhancements include increased enterprise, security, and ease-of-use capabilities to securely and remotely access servers and IT infrastructure equipment regardless of where it is located.

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■ **Raritan** announced the availability of the newest member of its centralized access gateway appliance family, the CC-SG (CommandCenter Secure Gateway). CC-SG features built-in support for IPMI (Intelligent Platform Management Interface), meaning should customers need to reboot servers, they can use this support to power cycle them. CC-SG features a number of security enhancements including in-band network access. Customers can use network access tools such as Windows RDP (Remote Desktop Protocol), VNC (Virtual Network Computing), and SSH (Secure Shell) among others if the operating system is running. The CC-SG is available starting at $5,995.

### Projector

■ **Mitsubishi** introduced its XL5980U LCD projector with 5,500 ANSI lumens for high brightness and an antitheft alarm. This projector also has horizontal and vertical lens shift for flexibility in installation. Other features of the XL5980U include a contrast ratio of 600:1 and 3D CineView video technology, which reduces flickering, artifacts, crawling, and blinking to enable sharp image display. It is available for $8,995 with a special, no-lens version available for $7,995. With the no-lens version, customers can choose a variety of optional lenses from Mitsubishi.

### Scanner

■ **Panasonic** launched two low-cost, industrial-strength color scanners designed specifically for streamlining front office workflow such as identity data collection. The KV-S1025C Color Duplex Workgroup Scanner has a price tag of $1,049. It features Panasonic's Double-Exposure technology for automatically scanning and combining the content of both sides of an ID card or document into a single electronic image, single-pass color, grayscale and binary scanning speeds up to 52ipm (images per minute), powerful multicolor dropout capability for automatically removing up to three colors or color ranges from a document during scanning, and advanced double-feed-prevention paper-handling. The $949 nonduplex KV-S1020C offers single-sided scanning at up to 26ppm. Both scanners offer a maximum optical resolution up to 600dpi.

### Serial Networking

■ **Lantronix** announced the EDS4100, a first device server that makes it possible for IT-certified administrators to connect non-computer devices (with the same protocols used to connect traditional networking equipment, such as servers, routers and switches) to corporate networks. Lantronix EDS4100 incorporates the new Lantronix Evolution Operating System, which provides security, standards-based protocols, and a powerful development platform that allows for control of attached equipment and customization opportunities.

### Server Appliance

■ **BlueCat Networks** and **StillSecure** announced the integration of BlueCat's Adonis DNS/DHCP Appliance with StillSecure's Safe Access NAC. This partnership should enable better command and control over endpoint devices accessing the network. The BlueCat Adonis appliance gives network administrators the ability to

*Go to Page 20*

document conversion done remotely; as such, it can interpret 130 document types.

ConferenceAnywhere promises to drastically simplify the process of initiating and controlling audio conference calls—tasks that often require dialing a stream of numbers and passcodes while referencing an easily lost wallet-sized reference card. Users are provided a unique phone number tied to their particular phone or BlackBerry that is used for starting a conference call. During the initial Web-based service sign-up, a unique passcode is generated for use by call attendees. Callers enter the passcode after connecting to a shared toll-free number and are subsequently linked to your conference line. BlackBerry users install a custom application that stores their personal conference number and provides one-click initiation of a conference, while cell phone users add their personal conference number to a speed dial entry. Once online, all conference functions can be controlled via the handset using common '*-<number>' codes.

While Premiere's new services offer attractive features, they face a host of competitors. There are a number of email-to-fax products; however, none seems to support such an array of devices and attachment types as PrintAnywhere. Products targeting the BlackBerry include GPXS' Condors Print-to-Fax (www.gpxs.net), Smart Global's Print2Fax (www.smartglobal.com), Onset Technology's METAmessage Pro (www.onsettechnology.com), itrezzoAgent (www.itrezzo.com), and My Docs Online (www.mydocsonline.com). An alternative for Treo smartphones is CS Fax from Conklin Systems (www.conklinsystems.com). Every telecom provides conferencing service, but another single-click option is available from 1010 Solutions (1010.hkcsl.com); however, unlike ConferenceAnywhere, it is only supported on BlackBerrys.

**SNAPSHOT**

**Premiere Global Services PrintAnywhere & ConferenceAnywhere**

PrintAnywhere: $4.95 per month, plus 10 cents per page and $15 activation; ConferenceAnywhere: $4.95 per month (includes 50 conference minutes), plus 18 cents per minute beyond 50 minutes

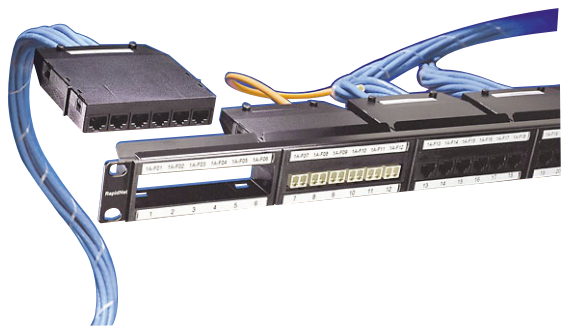
PrintAnywhere provides a print-to-fax gateway for most portable devices; ConferenceAnywhere allows conference call management from a cell phone or BlackBerry

**datacomm.premiereglobal.com**


*Manufacturer Presentation*

*Physical - Cabling Advertisement*

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Installing or upgrading your network has never been easier. RapidNet is a preterminated "plug and play" system that does not require onsite termination or certification testing. This dramatically reduces installation time—proven results show labor savings of more than 75%. Quality and performance are never compromised because each individual link is terminated and tested by HellermannTyton before being delivered to the site.

RapidNet is offered in high-performance Category 6 and fiber solutions ideal for many mission-critical data centers, enterprise data centers, storage area networks, and for disaster recovery and redundancy planning.

RapidNet's patented cassettes and modular, 19-inch panel make installation extremely quick. Each prelabeled cassette snaps easily into the modular panel. Removal of the cassette is just as easy—simply slide the latch forward and the cassette can be removed. HellermannTyton guarantees dependable installation and maximum performance of RapidNet with the 25-year Network Sciences warranty.

As one user says, "It took two of us only 20 minutes to install 24 lines of RapidNet, including carrying up the hardware, and that was the first time we'd ever installed it. It's amazing to think that we actually had some equipment up and live within 20 minutes."

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HellermannTyton

*Manufacturer Presentation*

*Physical - Power Protection Advertisement*

**VPC3106 Series Vertical Three-Phase Power Distribution**

The VPC3106 series is designed for maximum power density, by providing 72 amps of output power at 120 volts single phase. The unit has 24 15-amp "three-prong" receptacles (NEMA 5-15R) or optionally 20 amp receptacles (NEMA 5-20R). This allows a continuous power draw of 3 amps per receptacle if all receptacles are used. All that power is packed into a very slim, tall package. The unit is 70 inches tall and only 2 inches deep (excluding the circuit breaker box). The vertical style mounting requires no rack space by allowing the unit to mount in the back or side of the cabinet (referred to as a 0U rackmount). The height of the unit allows it to evenly distribute power the length of the electronic cabinet. This places power outlets in line with the installed equipment, reduces cable clutter, and simplifies installation.



**Starting at $611**

The key advantage of the VPC3106 series over traditional rackmount power distribution is in the power density. Traditional power distribution is single phase and low amperage, 15 amps. The VPC3106 has the power to replace six of these traditional power distribution units. This reduces electrical wiring costs by reducing the number of circuits that need to be run. (Fewer wire pulls, fewer electrical boxes, and fewer circuit breakers.) The cabinet installation is also simplified by replacing six cables with one larger cable. This power density is required for demanding applications such as blade servers, telecommunications, and broadcast equipment.

The VPC3106 series is made with rugged steel and has a black finish. The unit is 68 inches tall without the mounting brackets and 70 inches with the standard brackets installed. (Optional brackets allow mounting to virtually any rack or any location.) The input power connector is a three-phase 120/208 volt 30 amp, NEMA L21-30P, connector. The VPC3106 series comes standard with a 15-foot power cable. There are three circuit breakers, each protecting a section of eight outlets. The circuit breakers meet UL and NEC requirements for branch circuit protection, ensuring safe and code-friendly installations. Each circuit breaker has an indicator light. To ensure secure connections, the VPC3106 is compatible with the cable restraint and management system KIT-CABLRES-23 (ordered separately).

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# Product Releases

*Continued from Page 19*

dynamically assign leased IP addresses to users across the network. When combined with StillSecure Safe Access, IP addresses are only given to devices that have been tested for policy compliance and deemed safe to access the network.

### Storage

■ **Aberdeen** is targeting early SAS adopters with its new Stirling X332 storage server. The server, which supports up to 16 hard drives on an Adaptec 4800SAS controller, also supports hot swapping of SATA II and SAS drives (as well as combinations of the two). It has 950W triple redundant power and sports dual Intel Xeon processors and an external SAS connector that makes the server expandable. The Stirling X332 includes a five-year warranty. Aberdeen will offer servers late in Q2 and models that have dual controller cards in Q3.

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■ **Addonics** unveiled the CardBus eSATA RAID5/JBOD Adapter (ADCBSAR5-2E), an adapter that gives notebook users the option to have 2TB storage or a RAID 0 or 1 configuration. Targeted at businesses with a large number of notebook PCs serving as desktop replacements, the ADCBSAR5-2E features two eSATA ports, letting users connect two external SATA drives in a mirrored or striped array (or as a single drive). With Addonics' Storage Tower (or any external drive enclosure with a built-in port multiplier), users can connect up to five hard drives in a RAID 0, 1, 5, or 10 array (the ADCBSAR5-2E has RAID 5 firmware). It is available for $79.95.

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■ **Idealstor** launched a SATA ejectable disk-to-disk backup and recovery system. Idealstor SATA backs up files at 150Mbps per disk, and configurations are offered from 500GB (one bay) to up to 4TB (eight bays). SATA will work with Idealstor's FrankeNAS device and include support for SATA RAID and SATA ejectable disk backups. The fully redundant RAID 5 array combined with the removable drive quickens the move from storage component to ejectable disks.

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■ Next month, **Maxell** will release DLTtape S4, which provides twice the capacity of the old DLTtape. It can now store up to 800GB of uncompressed data or 1.6TB of compressed data. The DLTtape S4 also has a native transfer speed of 60MBps or 120MBps with compression. The media also includes DLTSage Tape Security to prevent unauthorized data access. Among DLTtape S4's features are ceramic armor and high-coercivity metal particle technologies, a dual-binder system, advanced calendaring technology, PET Base Film, and optical servo tracking.

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■ **Midland Information Systems** released a tape backup encryption Paranoia 2, which uses dual DES3 to encrypt at 68MBps and comes with built-in compression. Paranoia 2 is available as an external or complete secure backup tape subsystem and is an in-line tape backup encryption hardware unit that requires no system or software changes. Encrypted tapes can be read by other Paranoia units with dual key user entry plus a hardware key. Paranoia 2 runs on Win95 and above.

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■ Although external hard drives are nothing new, the **NewerTech** miniStack V2 is somewhat unique in its size (750GB) and its powered USB/FireWire hub. The drive is compatible with both USB 2.0 and FireWire connections. Three additional USB ports and one FireWire port are integrated into the front of the drive for added functionality. The drive is relatively compact measuring 1.5 x 6.5 x 6.5 inches (HxWxD) and is compatible with any Windows, Mac, or Linux computer. The miniStack can handle 55 hours of raw video footage for editing or 320 hours of standard MPEG2 video. The 750GB miniStack V2 sells for $599.99, but 80GB and 500GB models are available starting at $129.

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■ **Sun Microsystems** released the Sun StorageTek 5320 NAS Appliance, Sun's first NAS device based on AMD's Opteron model 252 CPU. The StorageTek 5320 offers a 55% increase in performance over Sun's older product. It is Microsoft WHQL-certified and has iSCSI support. Other features include antivirus support with Symantec AntiVirus Scan Engine and WORM capability to protect data. The StorageTek 5320 is compatible with Sun's family of high-end gateways, such as the Storage 9970, 9980, 9985, and 9990, but it also offers support for the midrange 6130 and 6920.

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■ The StorageLibrary T40 is the latest midrange tape library from **Tandberg Data**. With support for both Fibre Channel and SCSI connectivity, the T40 offers a storage capacity of up to 32TB (LTO-3FH). Consumers have the option of adding Tandberg's COD (Capacity on Demand) feature, which lets them increase usable capacity from 9.6 to 16TB. For storage capacities ranging between 19.2 and 32TB, the StorageLibrary T40 can house one or

*Go to Page 21*

# End-Point Security For Portable Devices Across The Enterprise

## Columbitech Secure Mobility Solution Protects Your Information

*by Joe Lazzaro*

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**MANY NETWORK ADMINS** all too frequently ignore or fail to face the security challenges of mobile devices that can gain access to the network. If you manage a LAN, you need to be aware of the security implications of mobile devices such as notebook PCs, PDAs, smartphones, and cellular handsets.

The use of mobile devices is on the rise, increasing the vulnerability of data and hence the enterprise. Employees can lose mobile devices, putting sensitive and valuable corporate data at risk. To ramp up security with the growth of mobile technologies, companies are turning to solutions that enable IT staff to describe, manage, and carry out security policies with both wired and wireless devices across the organization.

Columbitech recently rolled out Columbitech Secure Mobility Solution, a package designed to help IT staff secure mobile platforms such as notebook computers, PDAs, cellular handsets, and smartphones.

The package protects mobile devices from eavesdropping and unauthorized intrusion, as well as the introduction of viruses and other malicious code. The solution provides strong AES encryption and incorporates firewall protection on both the client and server side. Several standard network authentication protocols are supported such as smart card, RADIUS, and RSI SecurID.

According to the company, Columbitech has added new components, such as Connection Management, Firewall Capabilities, Protection (for locally stored data), and Wireless Virtual Private Networking. Columbitech Secure Mobility Solution provides secure access through Wi-Fi and other mobile-data technologies, including 3G networks with EVDO, UMTS, WiMAX, GPRS, and EDGE. It also supports both Windows Mobile and Symbian platforms.

The package allows for seamless network roaming, letting the user move from one network to another. If the user's device encounters a network failure during a connect session, the package can automatically reconnect the user to the network. Customers can purchase the solution as a complete package or order each individual module separately.

Because Columbitech's Secure Mobility Solution is tied to its VPN products, there is a range of potential competitors depending on the configuration. However, in terms of mobile security, Ecutel (www.ecutel.com) and Netseal (www.netseal.com) are two competitors in the market. Ecutel's Viatores solution, for example, merges IPSec with Mobile IP to provide roaming security. Netseal's mobility solution MPN 4.1 mobileIP also incorporates roaming technology with security features, in this case using proprietary technology.

**SNAPSHOT**

**Columbitech Secure Mobility Solution**

Provides secure Wi-Fi access and supports 3G networks with EVDO, UMTS, WiMAX, GPRS, EDGE, Windows Mobile, and Symbian platforms

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*Manufacturer Presentation*

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With the growing power needs of data centers and the move to lights-out automation, close attention must be paid to the distribution of current from the branch circuit to the various equipment in the Rack. For example, we now have redundant power supplies, blade servers, pizza boxes, and terabyte storage networks all consuming a portion of the precious current available.

The individual current monitoring provided by the Dualcom™ *Plus* product, an intelligent PDU, allows Cyber Switching to provide supplemental circuit breaker protection on an individual outlet basis.

Protect your existing equipment by setting unused outlets to trip when a minimum current is drawn. Prevent someone from accidentally plugging in a device that would trip the branch circuit.

Simply set the current limit and time delay and CyberBreaker® protects against losing the whole rack. Only the outlet with the current that goes over the preset limit will trip, protecting your IT investment.

**Are Cyber Breaker PDUs available?**

Cyber Switching Inc. is the only manufacturer to offer a PDU product that monitors current on each outlet in the PDU. The Dualcom product line offered by Cyber Switching incorporates a current transformer in each outlet and constantly monitors the current in that outlet. It also can turn on and off each outlet separately. The current monitoring feature and the outlet switching capability have been available since the first Dualcoms were produced. Cyber Switching was able to make use of these by adding another feature in the Dualcom *Plus* that allows the user to set circuit breaker parameters. The Dualcom *Plus* uses these parameters to realize circuit breaker behavior on each outlet.

What is the cost of downtime? It will vary for different applications and only you can decide what it's worth to have tools that limit your exposure having down equipment.

The Dualcom *Plus* lets you have a circuit breaker in each individual outlet. The benefit is you can take steps to avoid costly downtime in your network infrastructure. By setting limits on the current from each outlet, catastrophic equipment rack failures are less likely to occur.

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# Product Releases

*Continued from Page 20*

two LTO-3FH or one to four LTO2HH drives. The device also has a browser-based remote management interface, letting IT managers monitor and configure it over the Internet.

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■ **Verari Systems** announced the VSEM (Verari Systems Expansion Module), a 4Gbps, 16-drive expansion module for the VS7000 series of storage systems. With the expansion module, users can set up a VS7000 storage system with 57.6TB Fibre Channel or 96TB SATA II capacity in a 40U enclosure. And not only does the VSEM boost capacity and performance, but it also brings the VS7000 family up to compliance with the EU RoHS directive. The VSEM will initially offer up to 4.8TB storage on FibreChannel disk drives; Verari Systems will add support for SATA II drives after the initial launch.

## SOFTWARE

### Business Productivity

■ **AlterPoint's** DeviceAuthority helps administrators handle device life cycle management. It offers real-time views of inventory and lets administrator search for EOL (end-of-life) and EOS (end-of-service) devices. Administrators can use DeviceAuthority when making decisions regarding devices and components and making risk assessments, as well as write rules or polices so it can prioritize and remediate EOL/EOS conditions.

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■ **SAP** and **Microsoft's** Duet software, originally code-named "Project Mendocino," is scheduled to ship next month. Duet gives information workers the ability to use Microsoft Office to access selected SAP business processes and data. By combining Microsoft Office applications with SAP enterprise information and processes, businesses can improve the quality and speed of decision making and workforce productivity. With Duet, companies can realize greater control over budget monitoring, time management, leave management, and organization management. Later this year, SAP and Microsoft plan to offer two value packs for Duet which will provide additional business scenario support, enhanced platform capabilities, and language support.

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■ **TRIRIGA** introduced TRIRIGA 9, the latest version of its enterprise workplace management application suite. The suite features a host of new applications designed for facility condition evaluation and reservation management. TRIRIGA has also added more calendaring and scheduling capabilities, additional features to the TRIRIGA CAD Integrator, and new Approval Notification Engines. With TRIRIGA Condition Assessment, users can coordinate facility, building system, and asset conditions. CAD Integrator boasts improved client-side report management through theme management and label filters. CAD users are now able to name their space via grid setup.

### Content Networking

■ **Crescendo Networks** introduced a software module that speeds up Web-based application flows. As a part of Crescendo's Maestro family of data center products, the ALP (Application Layer Processing) technology uses the Crescendo Rule Engine and an Admission Control mechanism to improve data center server efficiency. Current Maestro clients can upgrade to take advantage of ALP, and new clients can deploy Maestro with the ALP module starting at $52,000.

### Database & Data Mining

■ **Business Objects** announced several new offerings, including the Data Federator XI, which provides customers with a virtual, real-time view of data sources; the Metadata Manager XI, which gathers and consolidates BI (Business Intelligence), ETL (extract, transform, and loads), relational databases, and third-party metadata; and the EIM (Enterprise Information Management) Vision Workshop, which delivers a tailored approach to better information management. Other new products include the BusinessObjects Data Integrator XI and the Business Objects Data Quality products.

### Messaging & Groupware

■ **Lighthouse Technologies** announced E-Trail Digital Archive, an open-source-based email and IM archival system that was designed for SMEs. This is a turnkey system that can also archive faxes and has configuration options for selecting the right retrieval methods for a company. E-Trail

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# FileKeeper Offers Continuous Data Protection & Enhanced Security

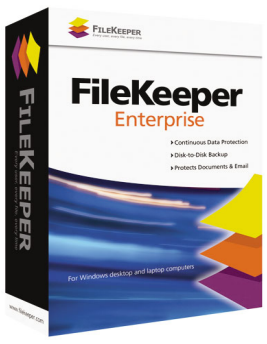
## New Software Even Backs Up Nomad PCs

*by Julie Sartain*

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**COMPUTER BACKUPS** are the bane of the industry, from the individual user all the way up to the IT director, but the biggest challenge is the traveling users on laptops and remote connections. System administrators have continuous control over their onsite systems, but all those nomadic PCs are tough to manage.

FileKeeper Enterprise 2.5 is an affordable, user-friendly solution that can work for every system: the wandering laptops and remote PCs and the onsite desktops, servers, and networks. What is FileKeeper's secret? Continuous data protection of open files. Windows-based applications such as Outlook, Outlook Express, and Access keep their data files open during use, a considerable disadvantage for backing up files.




**SNAPSHOT**

**FileKeeper Enterprise 2.5**

Perpetual license option: $49.95 per FileKeeper Agent

FileKeeper Policy Server (includes first year's maintenance): $900

Monthly subscription option: $3 per FileKeeper Agent per month

Backs up files, even open files, while you work

**www.filekeeper.com**

FileKeeper backs up users' documents each time those documents are saved to disk. This means any version of any document can be recovered anytime, with a simple click on the target document. Users can also recover lost files and entire folders using the familiar drag-and-drop feature.

"Using FileKeeper, I can enforce backup policies for mobile users in the Netherlands, Japan, and in our U.S. offices," says Jeram Huddleston, IT engineer at Takumi Technologies. "And it has provided our users with an easy solution for data backup and recovery."

Other significant advantages include advanced data compression, differencing, and network bandwidth management technologies that easily scale to enterprise-class deployments. Enterprise 2.5 is transparent to end users, even when the user is working while the system is backing up files. It performs backups over high speed, low speed, and/or VPN connections, which enables those nomad PCs to perform file recovery operations while on the road, including their company's disaster recovery procedures. It works with any server backup application, simplifies file migration from laptops to PCs and back, and maintains compliance with the data security laws of Sarbox, HIPAA, and California's SB 1386.

Thomas Morning, director of information systems management at Matria Healthcare, says, "FileKeeper provides Matria with a centrally managed solution to continuously back up information stored on the local hard drives of our laptop PCs (including Microsoft Outlook Personal Folders) that is totally transparent to our end users."

Competition includes Connected TLM from Iron Mountain (www.ironmountain.com), Veritas' DLO product (www.veritas.com), and IBM Continuous Data Protection for Files (www.ibm.com).

"What makes us different?" asks Brent J. Rhymes, vice president of sales and marketing at FileKeeper. "Our scalability, user transparency, mobile user support, and system flexibility; that is, we can work with any server backup application. But most of all, FileKeeper is a true CDP (continuous data protection) system for Microsoft Windows documents."


## Cable Testing
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The **NT700 Lanscaper** is an active network device that tests network cables as per TIA568 and interacts with the active network devices to give a clear picture of configuration and status
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• Pings network devices to verify connections and IP addresses
• Identifies port services: POTS, Ethernet, ISDN, etc.

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# Product Releases

*Continued from Page 21*

Digital Archive offers real-time and batch capture as well as backfilling. The software has a Web-based interface and lets administrators select senders, receivers, periods of time, department codes, and keywords.

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■ **Mirapoint's** Messaging Reporter monitors email traffic over a period as long as 10 years, helping IT managers stay ahead of demand. The software can track a wide variety of data and use it to generate specific reports. Company executives, for instance, can get detailed reports regarding TCO and ROI while IT receives detailed security information.

### Mobility

■ **Msystems'** mTrust Manager allows IT departments to track, audit, and enforce company policies on compatible USB drives such as the Kingston Data Traveler Elite – Privacy Edition and the Verbatim Store 'n' Go Corporate Secure USB Drive. Among other features, IT departments can use mTrust Manager to remotely control USB drive passwords, disable lost drives, and audit all actions performed on a drive whether its inside or outside the company network.

### Network & Systems Management

■ **AdRem Software** is targeting its network monitoring software at medium-sized IT businesses that have multiple sites. NetCrunch 4 has an upgraded alert suppression and prioritized monitoring feature that lets it monitor more than 100 nodes while efficiently using network bandwidth. Thanks to support for Web browsers, it has policy-based remote access to operations. It also supports SNMP 3 and has customizable report features. The suppression feature lets administrators better identify important problems, as it suppresses dependent-node alerts. NetCrunch Premium is available for $3,395, while NetCrunch Premium XE is available for $4,995. Both include a one-year Professional Service Agreement.

• • • • •

■ **AirMagnet's** Vo-Fi Analyzer monitors the entire VoWLAN network to identify problems and recommend quick fixes. The software can provide alerts for a wide range of issues when detected, allowing support staff to fix issues as quickly as possible. Statistical analysis allows administrators to gauge network performance in real time using the methods long used by telco providers. Finally, users can map out connection points, examine individual VoWLAN devices, and see separate information for voice and data traffic. Vo-Fi Analyzer starts at $15,000.

• • • • •

■ **eIQnetworks** announced it is extending the capabilities of Enterprise Security Analyzer beyond network devices and servers to encompass broader, business-critical, and vulnerable enterprise applications such as messaging and databases. ESA 2.5 is designed to help enterprise, government, and MSSP customers protect their IT assets and meet compliance regulations. New enhancements include asset management for both servers and network devices; user-definable event classification; preconfigured, out-of-the-box reporting modules for PCI support for CISP Compliance; and much more.

• • • • •

■ **Foundry Networks** announced IronView Network Manager Release 2.0. INM R2.0 is the next generation of Foundry's centralized management offering, delivering features designed to configure, secure, and scale Foundry's wired, wireless, and application traffic management products. To provide network-wide security, INM R2.0 leverages sFlow traffic monitoring embedded in Foundry switches and routers and open-source security applications and tools, such as SNORT, to deliver scalable security and threat mitigation, without the cost of ancillary security sensors.

• • • • •

■ **Juniper Networks** released WX CMS (Central Management System) 5.2, a software that rolls out applications services, automates critical provisioning functions, and optimizes network resources over WAN. WX CMS delivers value-added reporting to multiple customers from a single interface. It can create multiple user accounts and assign different access privileges to each user or group. User roles define configurations and the devices users can access. Administrators schedule tasks to be performed automatically for an entire device group. WX CMS 5.2 pricing starts at $5,795 for 10 devices and is available online to customers with an active support contract.

• • • • •

■ **MetaSolv** introduced MetaSolv Configuration Management software for next-generation multivendor networks. With MetaSolv Configuration Management, administrators can centralize network control and use automated configuration-management routines. The product's features include network discovery, configuration archiving and versioning, configuration auditing, compliance management, and configuration activation.

• • • • •

■ **Opsware** introduced the Opsware NAS (Network Automation System) 6.0. This software is designed to provide network management and compliance enforcement for global network as well as VoIP, VPN, and wireless environments. NAS 6.0 features enhancements such as the ability to give users a visual view of the network environment to ease change management and troubleshooting. The latest version of NAS also has Opsware's Multimaster and Satellite technologies. These technologies let users manage geographically distributed devices from a single, central location, making policy enforcement and data recovery quick and easy.

### Physical Infrastructure

■ **MGE** announced Enterprise Power Manager 2 software, which lets system administrators manage networked UPS units throughout the company. The product can scan for all UPS systems using XML and SNMP. Vendors that support UPS MIB can discover UPSes with Enterprise Power Manager 2. The software also discovers and manages PoE midspans, Intelligent PDUs, STSes, and rack-monitoring systems. Enterprise Power Manager 2 is configurable by UPS type, location, operating status, and other options. There are also options for activating automatic shutdown of unattended servers, as well as automatic reboot and system operation scheduling. Enterprise Power Manager 2 for up to five networked UPSes is available at no charge. To manage up to 50 power devices, companies can purchase a $400 Management-Pac, and for managing an unlimited number of UPSes, a Gold Version is available for $2,995.

*Go to Page 23*


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# Product Releases

*Continued from Page 22*

### Security

■ **BitDefender** announced its B-HAVE (Behavioral Heuristic Analyzer in Virtual Environments) detection technology, which is designed to help BitDefender users avoid malware and viruses. The technology employs both virtual and multiplatform detection methods to detect malware on a BitDefender-protected computer. Benefits of the technology include faster scanning, virtual memory scanning, and support for Visual Basic runtime. All future BitDefender products will include B-HAVE technology.

• • • • •

■ **Elcomsoft's** Distributed Password Recovery uses three components to discover lost and forgotten passwords. The console is the component on which a user begins a job. The console sends the job to the server, which then distributes work among multiple agents. All of these components may reside on different systems connected by either a local or global network. Agents periodically report their process to the server and deliver any finished work. Distributed Password Recovery is compatible with Microsoft Office 97 and newer and also works on PGP secret keys, conventionally encrypted PGP disks, PGP self-decrypting archives, and Personal Information Exchange certificates. The price starts at $599 for up to 20 clients. At more than 500 clients, the price rises to $4,999.

• • • • •

■ **Global Technology Associates** released firewall system software with GUI that matches network needs with security policies and configurations. GB-OS 4.0 features a Live Mode/Test Mode tool for runtime configuration. Administrators test changes without changing the current configuration. The software comes with object encapsulation to create security policies and supports WAN/LAN routing with VLAN.

• • • • •

■ **McAfee** announced that it now offers antivirus products for Cingular Wireless mobile devices for Cingular's business customers. McAfee VirusScan Mobile will be available as a download to Cingular's customers with Symbian Series 60, Microsoft Windows Mobile Pocket PC, or Smart-Phone wireless devices. A one-year subscription will cost $29.99 through Cingular's MediaNet Web portal. The subscription includes automatic product and security updates. McAfee VirusScan Mobile offers scanning, threat detection, and data cleaning. It protects against malware that arrives through email, IM, downloads, SMS, MMS, Bluetooth, and Wi-Fi.

• • • • •

■ **ScriptLogic** announced the Enterprise Security Reporter 3.0. This is security auditing software that automates the process of generating customized security reports and turnkey solutions. It also takes snapshots of security settings and uses a central location to gather information of local and global users. The software completes a search for domain information five times faster than previous versions. V3.0 also features the ability to install and manage discovery engines in remote servers from a central location. The Enterprise Security Reporter 3.0 starts at $749.

• • • • •

■ **Special Operations Software** announced the availability of the Specops Password Policy 1.2 software. Although you're normally only allowed one password per Active Directory domain, Specops Password Policy 1.2 gives you the ability to remove that restriction. Users can now apply different password age settings within a single password policy. It still lets you specify password policies, such as case sensitivity, minimum and maximum character lengths, and password reset rules, only now users have the option to manipulate password expiration rules, as well. A trial version is available as a free download.

### Storage

■ **Addlogix's** new data backup and recovery software lets users recover corrupted files. SnapShot lets users create maps of hard disk sectors. (Addlogix refers to these as "snapshots.") The snapshots include data, programs, and settings. The software supports up to 60,000 snapshots at a time and can create a snapshot in fewer than 10 seconds. The software also includes the Selective Data Recovery tool, which lets users pull individual files from snapshots. SnapShot supports multiple partitions and can remotely control client PCs. SnapShot supports multi-OS systems, as well as FAT 16, FAT 32, and NTFS (except compressed data) in Win98/Me/NT 4.0/2000/XP.

• • • • •

■ **Sun Microsystems** unveiled two additions to its StorageTek VSM (Virtual Storage Manager) series. The VSM system 4e and VSM system 5 make data management easier by using user-defined policies to store data on a virtual disk buffer and migrating the data to a tape device. The StorageTek VSM system 5 delivers twice the capacity and speed as the previous generation, and the StorageTek VSM system 4e is an entry-level tape virtualization device intended for smaller mainframes. With the VSM family's management abilities, IT professionals can automatically place tape data on the right tier of storage device.

## SERVICES

### Security

■ **TippingPoint** announced MSS (managed security service) for its IPS, the end product of a partnership with Counterpane. The combined service delivers management capabilities of third-party data center server resources and network devices and provides IT administrators with 24x7 global, multisite management of IPS deployments. This gives them an overall assessment of their organization's security. According to the agreement, Counterpane will integrate TippingPoint equipment in its existing SOCs (Security Operations Centers). TippingPoint Intrusion Prevention Centers also defend against worms, viruses, DoS attacks, VoIP threats, and other dangers before they strike critical systems.

### Training

■ **Double-Take Software** is targeting businesses that are MSCS (Microsoft Clustering Services) users. Double-Take's offerings include MSCS Implementation Service, GeoCluster 4.4.2, and Cluster Training. The Cluster Training program lets customers learn—in a hands-on setting—how to use the GeoCluster's disaster recovery and other features. GeoCluster has enhanced orphaned file management features and quorum arbitration.


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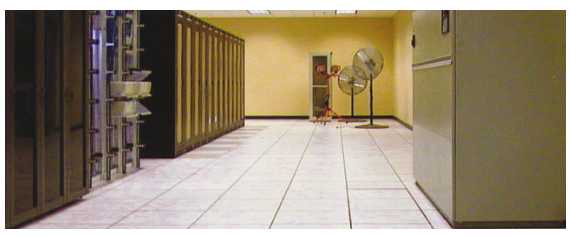
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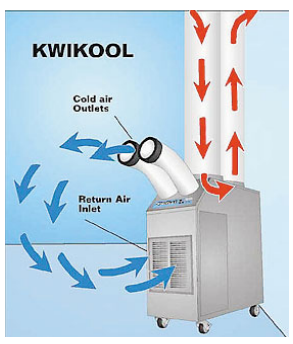


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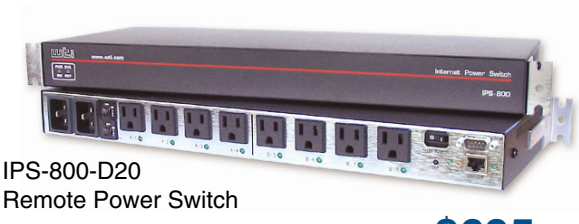
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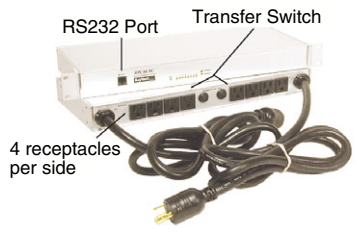
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OPINIONS
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# SQL Everywhere: A Cure For The JET Virus?

Steve Lasker, one of the product managers on the "DataWorks" team at Microsoft, has finally made it happen: He announced yet another replacement for JET databases. If you don't remember, JET is the "Joint Engine Technology" database engine used by Access and first woven into the fabric of Visual Basic 3.0. Almost two years ago Steve and I (along with about a dozen industry pundits) discussed the problems we and our customers were having with the proliferation of JET databases. No matter where we turned we found unmanaged and unmanageable JET databases holding sensitive customer (or patient) information. We saw JET databases play a role in the presidential elections by leading to speculation that the easily hacked database files had been compromised.

You've heard me lecture on the evils of JET and mention it on more than one occasion here in this editorial. And yes, I called JET a virus. Because of a litany of issues, including security, scalability and security, and performance and security, I have long railed against its unbridled use in business applications. It turns out that the replacement engine Steve announced is not new; it's been in the field for a number of years—it's SQL Mobile.

## SQL Mobile Morphs To SQL Everywhere

After a number of years of prodding (after we first heard about the idea in 2004), Microsoft has decided to drop the license restriction on the SQL Mobile client database engine and make it available to PC platforms as well under its new name "SQL Everywhere." This new SKU has been running quietly behind the scenes on PC desktops for some time. You might not realize that it's imbedded in the MSN Client, the Media Center PC, and several other Microsoft products. SQL Mobile/SQL Everywhere has been tested from the beginning on the PC platform, although it was initially created and intended for "mobile" devices and their special connectivity, performance, and security issues.

So what's the story? Why would one write to the SQL Everywhere engine (what Steve calls SQL/e)? Does it replace SQL Server Express (what Steve now calls SQL/x)? How is it more secure than JET .mdf files? Do we need to learn yet another data access interface? Do we need to wait until new tools are rolled out to use it? These questions and more were answered by Steve's blog. I put a link to his blog on my Web site (www.betav.com).

## My Own Spin

Let me provide my spin on SQL/e. Suppose you have an application that needs to store data locally on the client. This data might be as simple as an extended INI file that maintains customer information above and beyond what an XML or simple flat text file can easily support or as complex as a multitable customer database to maintain orders, inventory, and sales information. Perhaps this data is drawn from or synchronized with a remote database that's occasionally connected. Imagine the Outlook mail store that's maintained on your desktop and (intelligently) synchronized with your Exchange server when you're connected but works just as well when it's not. No, you might not need a full-blown SQL Server to maintain this data, but something with SQL query capability would be nice.

Suppose your database must be protected from other programs browsing through (and possibly altering) the data. In this case you would want to encrypt the database file. Suppose you need to pass a database along to someone else just by copying the file. Suppose you want a database that does not require that you learn a new data access interface and one that works with the existing Visual Studio tools. What I'm describing is SQL Everywhere; it does all of these things.

To summarize what Steve so eloquently described, suffice it to say that:

- SQL/e does not "replace" anything, with the possible exception of JET. It's really designed to provide a local, securable data store. It uses a subset of the data types supported by SQL Server so upward migration should not be an issue.
- SQL/e is "limited" in size, but 4GB should be sufficient for most applications. It has a small (1.4Mb) runtime footprint so it's easily deployed. It's an in-process SQL engine so it does not support (or need to support) stored procedures, views, or CTP code.
- SQL/e won't support multiple, simultaneous users; it's not a database service like SQL Server Express Edition and it's not suitable as a Web server database.
- SQL/e can be synchronized with a remote SQL Server engine.
- SQL Express is due to be released to CTP in June and RTM later this year. There are a number of deployment and configuration issues to resolve, but there are valid plans for these already. I would download the SQL Mobile PDK now and start experimenting with it to see if it can indeed help rid your organization of the JET virus.

*Send your comments to bill@processor.com*




WILLIAM (BILL) VAUGHN

AUTHOR *William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."*



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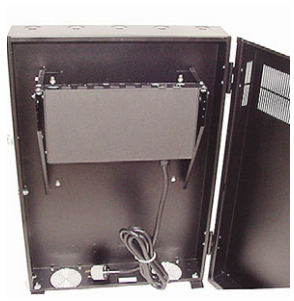
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OPINIONS
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# Seven Things That Torque Me Off

I am quite possibly the world's most unlucky traveler. Delays, cancellations, fire trucks, lost luggage, sold-out hotels, missed flights, lost power, and even two incidents registered with the FAA are just the tip of the proverbial iceberg for me. But last week I did something I'm not sure I have ever done. I went on a trip, and absolutely nothing went wrong. The trouble with that is, expecting my normal travel woes, I had myself mentally prepared to be mad about something. Without an airline to take it out on, I'm redirecting my ire towards a collection of technical topics that are known to raise my blood pressure. Hopefully it will be therapeutic.

**Absent Egress Filters:** Far too many network admins and service providers still only concern themselves with what traffic is allowed to enter their network. That disregard for what leaves their network is the source of more problems than I can count. Even something as simple as applying an access list that makes sure all traffic leaving one of your subnets is sourced from that subnet could eliminate gigantic problems such as address spoofing. The effect of taking a little more time and further restricting which layer 4 protocols are allowed out of your networks would have an even greater impact on the overall health of the Internet, if only everyone would do it.

**Unexplainable Price Cuts:** I realize it sounds ridiculous to say I hate price cuts, but when prices drop on a technology without explanation, I can't help but wonder why. Case in point: Lenovo. It cut about $400 out of the price of its laptops, yet still claims they're the same quality. That doesn't add up—something had to give. Either Lenovo found a way to cut some corners, or it was price gouging me before. Either way, I'm not happy.

**Email:** I hate it. I couldn't live without it—but I hate it. As an individual, I receive so much email that the usefulness of the entire tool has diminished greatly. As an enterprise, the company I work for spends more money per user on email issues than any other application hands down. Email has to be available anytime, anywhere; free of spam, free of viruses, free of anything potentially offensive; and retained virtually forever. Instead of being a simple communication tool, email has turned into a collection of unsolicited opinions, a news feed, a file system, and an advertising medium. Let blogs, RSS, and NOS handle the functions they were originally intended to do, and email could return to being a great tool.

**I fondly remember the days when you could deal with something such as a routing problem with a new router.**

MICHAEL DEMPSEY

AUTHOR *Michael Dempsey is the information technology manager of Sandhills Publishing and technical editor of* Processor *magazine. He has more than a decade of experience in voice and data communications and holds current CCNP and CCDP certifications. Dempsey is an expert in network security, virtual private networks, and IT infrastructure.*



**"Do More With Less":** It's the catch phrase of the dot boom economy. My issue with the phrase is the notion that IT buyers have never had a different motivation. There are very few instances where technology can be directly correlated to a profit. The reality for most of us is using technology to improve the efficiency of some other existing means of doing business. Technology is doing more with less—it's not a new mentality for those already in the game. If anything, the catch phrase should be "getting other business decision makers to understand the value of technology more."

**Multifunction Devices:** I fondly remember the days when you could deal with something such as a routing problem with a new router. But nowadays, to replace a router may also mean a switch, a firewall, a wireless access point, an IDS, and so on. Performance expectations are driving us to integrated function machines. While they work, it's a great ride. But when they start to break down, their true complexity shows through, and big headaches ensue.

**Web Pages Without Dates:** The Internet is a fantastic resource. But working in technology and constantly reading online technical resources, knowing when the information was published is absolutely invaluable! Far too many Web pages still don't have a date on them, let alone a date in a prominent location. Do you want to create the coolest Web applet since sliced bread? Create something that takes a dedicated section of the browser, such as a field on the status bar, and shows the publish date of anything the cursor is pointed at within the browser window.

**Peer Review vs. Security Hole:** I have never understood why holes discovered in open-source software are considered "peer review," while the same holes discovered in closed-source software are considered "security threats." Admittedly, holes can be uncovered in more ways with complete access to source code, but the net effect of identifying where issues exist remains the same. It just seems a double standard to me that one is considered glamorously mystic, while the other is considered inherently evil.

Hey, I feel a little better! Do you? Unfortunately, I doubt it will last. . . . My next trip is scheduled for Tuesday!

*Send your comments to mike@processor.com*

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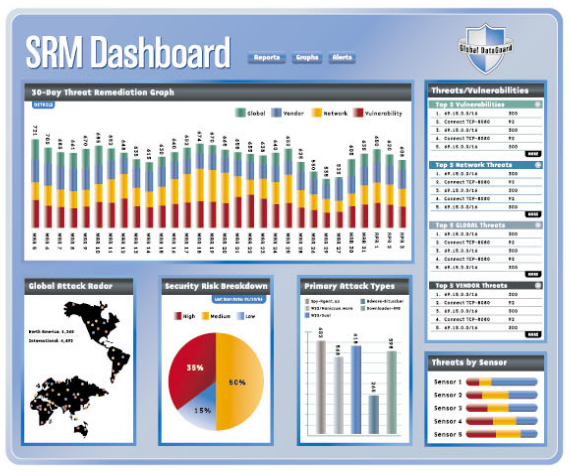
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# Run Your Infrastructure By The Book

## Method Operation Procedures: Know Your Limits

*by Sixto Ortiz Jr.*

• • •

**DATA CENTERS DON'T BLOW UP** very often, but the failure to follow procedures when performing data center tasks can have unwanted consequences for a business. In today's heavily regulated corporate environment, failure to adequately protect or manage confidential business information can have downright nasty consequences for businesses large and small, both in terms of regulatory fines and potential litigation.

But following strict procedures and ensuring all recordkeeping and documentation are properly done for every task in the data center could result in burdensome requirements imposed on already difficult projects. When is reliance on formalized procedures overkill? When is it not? And how do you ensure that employees follow procedures?

### The Importance Of Procedures

Data center personnel are faced with a plethora of tasks they must perform with varying degrees of frequency, from jobs done once per year to jobs done every day. Without operating procedures that guide employees performing those tasks, it is impossible to achieve a consistent level of performance.

The reason for this is simple: People are different and tend to arrive at the same destination in different ways. Method operation procedures ensure data center operations are performed in the same manner, no matter who is doing the work.

### When Formality Matters

Flying an airliner filled with passengers, starting up a process unit at a chemical plant, or safely bringing the space shuttle back to earth are all examples of critical tasks that absolutely require formalized, rigorous, and well-thought-out procedures. Businesses that perform such critical tasks must apply the same level of rigor to developing their operating procedures, no matter what the size of the business.

In the data center, the degree of procedure formalization is not necessarily dictated by the size of the company. "A lot of what happens in a large company is very similar to what must happen in a small company," says Mark McManus, vice president of technology research at Computer Economics. Even though variations in the degree of formalization will exist, McManus says, certain things have to be done in a formalized manner.

An example of a process that should be very formalized in organizations large and small, he emphasizes, is change management in the data center. In fact, he says, change management should be managed in a formal way in all enterprise sizes. This means following comprehensive, strict operating procedures to the letter.

Also, adds McManus, a solid change management program must clearly distinguish between testing, staging, and development environments in a data center.

Mike Gentile, an information security expert and co-founder of CISOHandbook.com, a Web portal designed for security managers, says risk reduction or security procedures must be thoroughly thought out and detailed.

"This is due to the fact," says Gentile, "that it takes only one missed step in a procedure to lead to a massive security risk." Areas requiring special attention due to heightened security risks include "processes that provide physical or logical access to systems that house sensitive or confidential data."

**Don't fix what isn't broken and don't add unnecessary layers of complexity where they are unnecessary and only add burdensome requirements to common duties.**

### When Formality Is Not Required

Most people will agree that mowing the lawn or walking the dog do not require strict, formalized procedures. In the same way, the importance of the task at hand determines whether formalized, strict procedures are required in the data center.

According to Computer Economics' McManus, there are areas that don't require a high level of procedural formalization. For example, McManus adds, if certain processes are already working fine using informal procedures, it is not necessary to formalize them. This determination, he adds, should be made by the end customer of the process: If the end customer is satisfied, nothing else needs to be done. "Take the level of formalization/rigor to the level of depth that's necessary to support a process," he says. In other words, don't fix what isn't broken and don't add unnecessary layers of complexity where they are unnecessary and only add burdensome requirements to common duties.

Gentile says procedures should be customized to the businesses they serve. "This is most important for small businesses since canned procedures can be overly burdensome, often leading to operational inefficiencies," he warns. Also, he says, smaller organizations often struggle to absorb these operational inefficiencies.

Here's a lesson: While it might be tempting for a smaller organization to save time by adopting precanned procedures, the payoff might not materialize as the business struggles to adapt to procedures and methodologies that may have been written for much larger organizations. In many cases, one size does not fit all.


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### Employee Buy-In: The Key To Success

All the procedures in the world are absolutely useless if they are, well, not used. But how does a business ensure that data center employees follow the required procedures and don't develop their own unique shortcuts?

First, it's critical to make employees aware of what specific procedures entail and the ramifications of noncompliance before violations occur, says Gentile. Also, he adds, it's important that the group entrusted with enforcing procedures be vested with the authority to institute appropriate consequences when rules are violated.

An effective method of ensuring compliance, says McManus, is to build the following of procedures into a staff's bonus structure. McManus cites the example of a company that implemented such a program and as a result management saw a marked decrease in the number of deviations from procedures. In short, people tend to react when compensation's at stake.

Also, says McManus, it's important to build a system based on objectives and gauge employee performance against those objectives.

Without the support of upper-level management, efforts to enhance adherence to procedures are an uphill battle. Nothing speaks louder to staff members than upper managers who are committed to the procedures and systems in place. In some cases, management must show its tough side to demonstrate commitment in a crystal clear way.

### Find The Balance

Procedures are a necessary component for managing the complex IT infrastructures enterprises have today. There are simply too many ways tasks can be accomplished not to require some level of consistency in how tasks are done. Skimping on formalized procedures, especially for mission-critical tasks, is asking for major problems down the line. On the other hand, overly burdening every single task with a formalized procedure can hamstring data center staff and slow operations considerably. Flexibility, awareness of the business and the IT processes that support it, and a nice dose of good-old common sense will go a long way toward ensuring success.

## How To Obtain Executive Backing

**Show the business case.** Top managers don't much care about specialized data center procedures far removed from business concerns. They do care about the bottom line, so it's up to you to prove why adherence to procedures makes good business sense.

**Show the compliance case.** Running afoul of new regulations is a scary proposition for executives and top managers. Emphasize why lack of adherence to procedures can have severe regulatory compliance consequences.

**Show the security case.** Data security snafus usually end up on the front page. Garner top management support by establishing the reasons why strict adherence to method procedures can enhance data security.

**Show the cost savings case.** It's important to document why adherence to procedures saves dollars; after all, resolution of nonroutine issues, especially those that impact end customers, costs money.

**Show the labor savings case.** When procedures are well-established and adhered to, it's easier to get new hires trained faster, which means they become productive employees sooner.

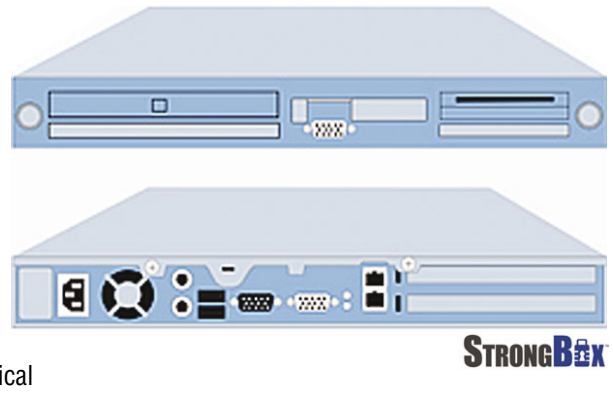

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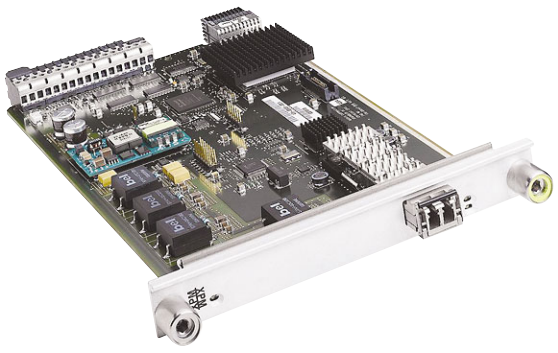
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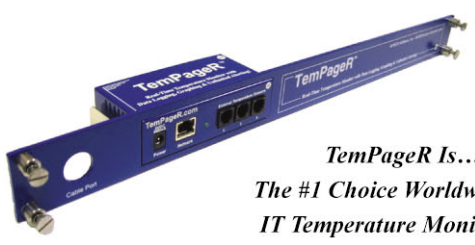
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# What's New With POS?

## The Point-Of-Sale Market Continues To Evolve

*by Ed Tittel*

• • •

**One of the biggest** and most pervasive uses of computers in business occurs in all kinds of retail outlets, where POS (point-of-sale) terminals, computers, and peripheral devices make the customer checkout experience possible. From scanning the merchandise to totaling the bill, these hardy machines perform many tasks, including figuring taxes due, updating inventory information, scanning credit or debit cards, handling signatures, printing receipts, and more.

Estimates of market size for POS systems in North America last year vary from $12 billion to $18 billion, with over 6% growth expected this year, according to Lakewest and IHL Consulting Group.

### What's New?

Specialized support for lots of peripherals is one important element in the POS marketplace. What's new is a shift from older RS-232, RS-485, and Centronix parallel interfaces toward more modern USB-based interfaces. It's not atypical for a modern POS PC unit to include anywhere from five to seven PS/2, serial, and parallel ports, along with a like number of USB ports.

In fact, most POS system vendors endow their peripheral ports with sufficient DC power to run the devices that attach to them, as well as using them to shuttle data between the PC and the peripherals themselves. That's why you'll find USB and other ports rated at 12V or even 24V DC on so many devices, rather than the more typical 5V. As an increasing number of devices are needed on POS systems, POS system vendors are scrambling to provide them to their customers in ever larger counts.

Larger, higher-resolution color displays are also becoming more typical. From applications where underlying graphics can drive more complex and capable touchscreens to applications where more and better ways to display transaction information, subtotals, counts, and other purchase data makes operators more productive, more screen real estate means better, faster, more capable service.

Then, too, payment and identity management devices are popping up on POS systems. It's not unusual to see one or more keypad devices with MSRs (magnetic strip readers) attached to POS systems. In many newer systems, these devices will include signature scanners as well as keypads and MSRs to make it easy for customers to interact with the POS system directly themselves. Some systems are beginning to incorporate support for the same kind of small fingerprint scanners found on newer notebook PCs to provide more positive proof of a person's identity.

"We're seeing lots of interest in different payment options above and beyond standard MSR hardware," says Cathy Boss-Fessel, marketing programs director with Fujitsu Transaction Solutions. "These include Speedpass-type applications that use RFID chips on a key fob to speed purchase completion and improve customer service."

Brad Tracy, NCR director of industry marketing, says, "Self-service is moving further and further into the mainstream, where applications for its use are endless. ATMs, pay-at-the-pump gasoline purchases, price check kiosks, and self-checkout stations are just the tip of what promises to become a major component of POS system deployment and use."

Another set of new options for POS systems revolves around the OS in use. Microsoft owns a substantial portion of this marketplace, and most of the major POS system vendors typically support WinXP Pro, Windows CE, and even WEPOS (Windows Embedded for Point of Service), a special stripped-down version of WinXP Pro specifically engineered for POS or service systems and kiosks.

Likewise, many of the major vendors—including industry leaders IBM, NCR, and Wincor Nixdorf—offer POS systems built around various Linux distributions. The versions of Windows combined represent the vast majority of systems, while Linux accounts for somewhere between 4% and 7% of systems sold last year. Other OSes, including MS DOS 6.2 and various proprietary operating systems, are also still widely used.

### POS Marketplace Drivers

Leading POS system vendors such as IBM, NCR, Wincor Nixdorf, and Fujitsu Transaction Solutions, as well as up-and-coming POS players such as Dell and HP, are unanimous in their perception that they design modular, component-oriented systems to make it easy for them to meet a wide range of customer needs and requirements. Of course, they also understand it's essential to make it easy for customers to deploy such systems once they've been purchased.

Alison Bullock of Dell says her company, like other players in the POS space, "builds systems that work well with the peripherals that customers need for retail and other specialty applications. We ask our customers what they want, and then we do our best to deliver it to them."

Dayna Fried, an HP Retail spokesperson, says her company understands that "POS is all about providing a positive, fast, and trouble-free checkout experience for retail customers." That's why the company has focused on industry standard peripheral interfaces and makes sure to deliver DC power to devices through them, as well as to handle device communications.

Bigger POS system vendors, such as NCR and Wincor Nixdorf, speak to concerns more pressing for larger chains and megastores in some of their system capabilities, which include centralized system management. This permits servers in specific central locations to not only monitor and manage individual POS systems but also to push out updates and patches as needed and to set up comprehensive system security and access controls. Likewise, many of the bigger players' offerings also include built-in UPSes to keep systems running enough to shut down gracefully and prevent loss of transaction data owing to power loss or ungraceful shutdowns. Both midsized and top-tier players clearly recognize the need for powered peripheral ports in their systems to eliminate the need to plug in an additional AC-to-DC converter for each of the half-dozen or more peripherals typical on a modern POS system.

Another positive aspect of the inherently modular nature of POS systems is support for both piecemeal and wholesale upgrades or swap-outs. Industry analyst Sunita Gupta of the Lakewest Group notes that many customers are dragging out the selection process to limit their capital investment needs and exposures in an economy where consumer confidence ebbs and flows with prices at the gas pumps and interest rates. Other customers are trying to stretch their dollars and their time frames by simply adding signature scanners to existing systems, thereby extending functionality without replacing them entirely. In the same vein, many retailers start out with pilot projects to establish proofs of concept before switching over to newer systems. And even when the new comes along to replace the old, savvy retailers will often run both systems in parallel for a while to make sure of a successful cutover.

### More & Better Techniques

But when all is said and done, what's really new about the POS market is that system and software builders keep finding more and better ways for retailers to get the data they need from customers to speed the checkout process and to increase overall sales. There is also a move toward more wireless POS systems for seasonal or promotional items or on shop floors where cases, counters, and displays can become more mobile. According to Lee Holman, a principal analyst at IHL Consulting Group, self-checkout systems—particularly from big players including NCR, Fujitsu, and IBM—continue to represent the biggest growth vector in the POS market as more and bigger retail operations climb aboard this bandwagon.

POS systems are proliferating into many kinds of businesses. Most shoppers will interact with them several times a week. As more functions and capabilities get integrated into them, POS system vendors will continue to add more ports and connectors to accommodate them and provide the power they need to run. The results should be a fast and comfortable shopping experience for the customers who benefit from them and a better sense of who's buying what for the retailers who use them. To see a POS industry chart comparing vendors, please see www.processor.com/pointofsale.

## What's In A POS System?

- A computer, usually in a small or ultra-small form factor case that's often passively cooled. The most commonly used CPU is a lower-powered Intel Celeron processor, which normally runs at speeds from 800MHz to no more than 1.2GHz. Memory endowments seldom exceed 1GB, and 512MB probably represents the most typical configuration. Such devices may also include one or two hard disks (typically SATA in newer units, ATA or Ultra-ATA in older ones).
- A keyboard, which most often incorporates specialized key layouts, with numeric keypads and special function keys designed specifically to work with whatever POS (point of sale) software is in use.
- A monitor for transaction information and status display, merchandise input echo, and other kinds of information for the POS station operator and perhaps the customer. Many POS applications use touchscreens and thereby combine the function of display and input device in a single package.
- Various payment handling devices including MSRs (magnetic strip readers) for credit and debit cards, signature pads (which often include numeric keypads for entering PINs), and so forth. Many specialty POS keyboards integrate an MSR along the upper edge or one side of the keyboard deck or the other. Many retail outlets even add check scanners and printers.
- Various output devices, usually for printing receipts. Here the options are legion and use technologies that vary from thermal dot matrix output to inkjet and occasionally monochrome or color laser printers.
- Cash drawers: POS units invariably work with bills, coins, checks, and other monetary equivalents. A special interface on the PC that functions as the POS system's brain knows when to open the cash drawer to provide operators with access to its contents, and most keep running tallies on how much money is in them.

*Manufacturer Presentation*

*Communications - Application Networking Advertisement*

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# Data Naming: It's All About The Context

## Compliance & Security Concerns Require SMEs To Develop A Logical Scheme

*by Robyn Weisman*

• • •

**UNTIL A FEW YEARS AGO,** most organizations did not seem to be focused on the naming of their files and information stored on their databases. There was a sort of "data democracy," where employees named their files as they saw fit, perhaps placing PowerPoint presentations in a "Presentations 2002" file or client letters in a file named after the client in question. Unstructured data, such as emails, were generally not named at all.

Since about 2003 when compliance measures such as the Sarbanes-Oxley Act and HIPAA started to take effect, companies have been faced with "a burden of external entities that require you to prove you did what you said you would do," says Alex Adamopoulos, director of the data management technology practice at Boston-based research firm Aberdeen Group.

And this year has led to an emergence of ICM (information, classification, and management) services to tackle the logical naming and classification of rapidly increasing data stores for which companies are responsible. According to Adamopoulos, pioneers in the field include Kazeon Systems (www.kazeon.com), StoredIQ (www.storediq.com), and Scentric (www.scentric.com).

Kazeon's Information Server IS1200 is designed to manage all the files on a network and is optimized to quickly retrieve data apportioned across storage volumes, logically classifying files based on content and metadata. StoredIQ offers a 2U appliance called the StoredIQ Information Classification and Management Platform that categorizes and classifies information on a network and can be customized for different vertical industries. Last month Scentric introduced Scentric Destiny, a universal ICM solution that works across all data types.

### Consider The Context

But how does one go about setting up a logical, workable data-naming scheme? Context is key, says Mark Beyer, research director in data integration and enterprise information management at Gartner. "You can set up an elaborate, intelligent [naming] scheme that has x number of characters, but as soon as you define this standard, there is an exception to that standard because context is unlimited. You can make any context you want," Beyer says.

For Beyer's part, database administrators need to differentiate between data, metadata, and structure. In the past, people thought simply that metadata was used to describe data—the types of characters, fields, and columns, among other things—but a larger context exists, notably who owns or has access to the file's data. In this context, the forms of security governing the file could be construed as active metadata.

Moreover, any naming convention will have some sort of interpretative context applied and will need at least two interpretations for parties to come to an understanding, Beyer explains. Take "blue" as an example. You might say you are going to use "blue" to quantify data in a particular column. However, the person who receives the data with this column will not know whether you mean blue as a color or blue as a mood.

In an ideal world, a metadata translation engine would exist that you could provide with such context as the language being used for any given piece of information, the geographic region and native language of the people receiving the file, and the cultural paradigm under which these people live (and the same metadata relating to the sender as well). If such an engine existed, then those people in your Tokyo district office wouldn't be dumbstruck when they attempt to translate blue as a mood.

### File History

In addition to these philosophical challenges, Aberdeen analyst Adamopoulos points out that this process is further complicated by the number of versions of a file or whether the file has been archived, is active on the server and touched every few days, or is unstructured data such as email or MP3s. You want to make sure that your strategic-planning department is contributing numbers to the correct version of the Excel spreadsheet that is accessed from your server.

And most obvious perhaps, a naming scheme is supported by the business it is serving. As a result, it is vital for a database administrator to map out naming standards with key stakeholders in the company so that everyone has agreed to the same agenda. Adamopoulos says, "Businesses don't care whether [the file] is named Sue or Mary. What is important is that there is access to these files in a logical way when they need it." P

### Essential Steps For Creating A Logical Data-Naming Scheme

- Catalog your data by collecting consistent file content, attributes, metadata, verbiage, language, and anything else that can assist in making it as specific as possible.
- Classify analogous files by preset criteria, such as department name, employee name or position, or compliance and other regulatory issues.
- Invest in content indexing technology that can provide you with a logical result when you request a given type of file.

SOURCE: ABERDEEN ANALYST ALEX ADAMOPOULOS


*Manufacturer Presentation*

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# Taking The Heat Out Of The Kitchen

## Heat Management & Power Reduction Are The Data Center's Coolest Options

*by Chris A. MacKinnon*

• • •

**IT'S NO SECRET** to Giovanni Coglitore, founder and chief technology officer of Rackable Systems (www.rackable.com), that the biggest challenges data centers face today are power and cooling. As data centers scale their computing and storage needs, they continue to be faced with power limitations, space constraints, and the issue of how to cool servers populated with today's fastest (and hottest) processors. He says, "It's not unusual to walk into a data center only to find racks half-populated with servers, simply because competitors' servers draw too much power and generate too much heat to be powered and cooled in a designated footprint."

### Reducing Power Consumption

According to Coglitore, systems that draw more power will naturally put out more heat, so the challenge begins with reducing power consumption at the server and cabinet level. Rackable Systems has pioneered a variety of techniques to both reduce power consumption in the server as well as reduce losses associated with getting power to the server.

Coglitore says Rackable Systems can reduce power consumption at the server level by carefully specifying the parts that are optimized for reduced power consumption and by stripping down the bill of materials (the order configuration unique to each customer) to only those components required by the customer. (Examples include specifying a motherboard with the minimum feature set, eliminating a CD-ROM drive, etc.) He says low-power CPUs, lower wattage memory, and certain kinds of fan configurations qualify as optimized components for reduced power consumption.

Reducing the losses associated with getting power to the server is done primarily by employing flexible AC-to-DC power conversion techniques at various levels. Coglitore notes, "Usually an X86 server will have one AC/DC power supply per server, which is relatively inefficient. We aggregate AC-to-DC power conversion at higher levels (specifically at both a cabinet level and at a group of cabinet levels) to improve efficiency of conversion and to avoid over-provisioning the total amount of electricity to a given server farm." He says the use of DC power can reduce monthly power bills by as much as 30%—a very significant savings for large-scale deployments. "We employ rack-level DC power rectification, which can be deployed in any AC-based data center, requiring no retrofit."

Coglitore says in situations where the customer does not want to use aggregated AC-to-DC conversion, Rackable Systems can still improve the efficiency of individual server power supplies by selecting a supply that is well matched for the system power draw.

### Heat Management

Coglitore says, "Now let's talk about heat." He says Rackable Systems also has techniques for improving heat management regardless of what the total power draw or heat output of a server farm is. "In other words, every server farm is going to put out a certain amount of heat, but some vendors can manage that heat more efficiently than others." Rackable Systems' key heat management techniques include: creating servers that are half the depth of competitor solutions, evacuating heat from the servers up through the plenum in the center of the cabinet, and aggregating AC/DC conversion.

By creating half portioned servers, Rackable Systems is able to mount them back-to-back in cabinets, which, Coglitore says, provides two major advantages:

1. Twice as many servers can be racked in the same footprint. (Two servers fit in what typically would be space for one.)
2. Mounting half-depth servers back-to-back enables the company to evacuate heat through a central "chimney" (also known as a plenum) in the cabinet.

Coglitore says using the chimney concept eliminates the "hot aisle/cold aisle" phenomenon that many data centers face. He says, "Evacuating the heat upward enables us to direct it straight to crackers and chillers in the air conditioning infrastructure, instead of having heat evacuate into the aisle from the back side of a server—which means that the very hot air that is evacuated is subsequently sucked into the front of a neighboring server across from it." He also adds that aggregated AC/DC conversion techniques take heat out of the server to improve the longevity of the components inside the server. "By reducing heat output by as much as 60%, server life and reliability is naturally increased."

### Administration Relief

Rackable Systems' technology is built with data center and IT managers in mind. Coglitore says, "In addition to reducing power consumption by as much as 30% and reducing heat output by as much as 60% at the chassis, we have also alleviated a number of common burdens for the data center administrator. For example, serviceability is greatly improved with our designs. With all ports and connectors in front, administrators can very easily locate and service a specific server."

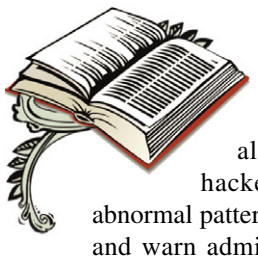
The company's cabinets of gear also come fully "racked, stacked, and cabled," meaning that they roll right into the data center and need only be plugged in. Coglitore says this dramatically reduces deployment time and eliminates the need to install and cable individual servers.

### Not Cool

Coglitore believes that water in the data center is just not cool. He says, "Lately, it seems that our competitors are focused on trying to use water to cool overheating server racks. However, we feel strongly that replumbing the data center and creating a whole new infrastructure based on water to cool competitors' servers signals a fundamental design flaw." He says servers should be designed in such a way to be able to cool themselves using existing air in the data center while leveraging proven technologies such as DC power.

Coglitore says, "None of our innovations in thermal management and power consumption require a data center to upgrade or retrofit its infrastructure, and we believe passionately that it's important to respond to customers' needs without expecting them to do something as radical as running plumbing through their data centers. As businesses of all types continue to scale their operations, the need for open architecture, flexible server designs that are easy to deploy and maintain will become increasingly important." Rackable Systems holds seven patents for its unique designs around back-to-back mounting, and patents are pending for its DC power technology. P

## TWO TERMS



### IDS (intrusion detection system)

**What it is:** Intrusion detection systems take security one step beyond traditional firewalls by ferreting out attempts by hackers to attack networks. IDSes look for abnormal patterns in network traffic or application usage and warn administrators about these possible security breaches. For example, an IDS can detect attacks on Web-based applications or attacks by malware. A central concept to IDS is the principle of an attack signature, which is a pattern that describes a common attack.

**Why you should care:** Hackers are getting smarter and smarter, so plain-old vanilla firewalls are not enough anymore to get the job done and prevent your network from being attacked. IDSes ramp up the capabilities by detecting unusual patterns that might slip by a traditional firewall, using attack signatures from documented attacks to help detection.

**Related products and manufacturers:** Manufacturers of IDSes include Cisco (Cisco IDS), Juniper Networks (Integrated Security Gateway with IDP), and Application Security (AppDetective and AppRadar).

### IPS (intrusion prevention system)

**What it is:** An IPS system is designed to control network access to computing resources by enforcing policies governing application traffic in and out of the network. Unlike IDS systems, which in some cases only detect an instance of intrusion, an IPS can actually work like a firewall by blocking an intrusion per network access policies that administrators establish. IPSes are of two general types: network-based and host-based. Network-based IPSes reside on strategic points in the network, while host-based IPSes protect specific hosts from attack.

**Why you should care:** As IDSes do, IPSes improve upon firewall technology and are a suitable defense for today's sophisticated attacks. IDSes can be passive systems that warn administrators of possible intrusions; an IPS takes it a step further by actually controlling/restricting access based on its findings. If an IPS detects an attack, the system can act like a firewall and prevent network access to a user or IP address attempting entry via an attack.

**Related products and manufacturers:** These include Cisco (Cisco Services for Intrusion Prevention Systems), Lucid Security (ipANGEL), Panda Software (Personal Intrusion Prevention System), and Juniper Networks (IDP Series).

## Next Week In *Processor* . . .

### Coming In Our May 19 Issue:

Cisco has made several new product announcements lately that signal a change in its mindset toward the small to midsized enterprise. Find out what's behind the moves and learn more about two relatively new Cisco endeavors: Service Oriented Network Architecture and Application Networking Services.

You'll also find:

- Whether new "fortified" notebooks are a passing fad or here to stay
- How new email tools are changing business
- A look at which mobile device form factor is best for your environment
- Tips for interviewing network administrators

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# Design · Manufacturing · Service

## Prototype in Just 30 Days

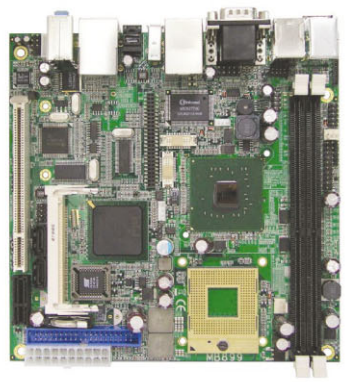
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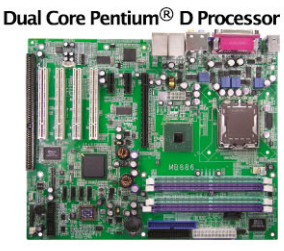
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- A Proof of Concept Design based on Intel® E7520 Chipset
- Pentium® M Processor



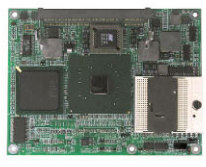

**MB877** Mini-ITX Motherboard

- ATI RS400 Chipset 3D Graphic (M10)
- LGA 775 Pentium® 4 Processor




**ET810** COM Express Module

- Pentium® M / Celeron® M Processor
- Intel® 915GM Chipset



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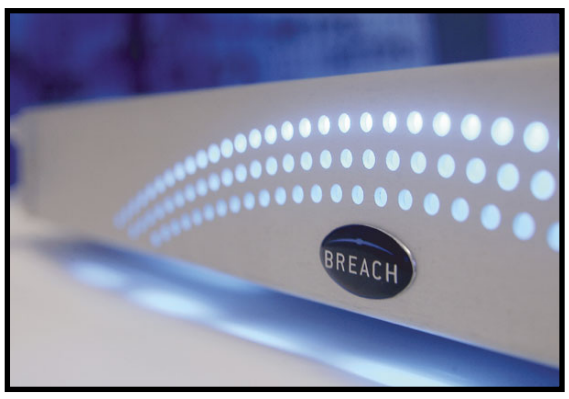
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sales@ibase-usa.com

*Manufacturer Presentation*

*Communications - Security Advertisement*

# The Best Defense Against Application Threats

**Next-Generation Web Application Security**




WebDefend is a next-generation Internet security appliance that provides comprehensive Web application protection to resolve information security challenges such as identity theft, information leakage, regulatory compliance, and insecurely coded applications.

Designed to meet the security requirements inherent in Web applications, WebDefend fills the holes in network-level security by providing customized, behavior-based app security.

WebDefend's unique architecture allows for a central point of intelligence with flexible, distributed prevention, allowing organizations to leverage investments in existing inline network devices. As a noninline Internet security appliance, WebDefend is easy to deploy, does not introduce network latency, and can not negatively impact production network traffic.

**WebDefend Benefits**

- Protects privileged information, trade secrets, intellectual property
- Dynamically generates and automatically maintains application security profiles
- Uncovers SSL-encrypted threats
- Provides distributed prevention with its Distributed Detect Prevention Architecture (DDPA)
- Detects outbound as well as inbound threat anomalies with ExitControl™ technology
- Provides intuitive GUI and detailed event analysis through the WebDefend Console
- Provides application security against known and unknown Web threats
- Delivers detailed and summary reports for security, compliance, and audit needs

Professional organized criminals are now targeting the theft of valuable data connected to Web browsers. WebDefend's unique combination of automated, comprehensive threat management and flexible threat prevention meets the demands of today's organizations for strong, yet manageable application security.

**For More Information: www.Processor.com/Breach**

BREACH™

**Phone: (760) 268-1924**

*Manufacturer Presentation*

*Communications - Switch Advertisement*

# TigerStack II 1000 Stackable 10/100/1000 Switch



SMC Networks' TigerStack II 10/100/1000 Switches are the newest in a series of next-generation high-performance stackable switches that deliver high scalability, wire-speed Gigabit performance, high availability, 10Gb Ethernet uplinks, and redundant power options. The switches are the first to include IPv4 and IPv6 management options, enabling flexibility.

The TigerStack II 10/100/1000 1000 SMC 8824M/SMC8848M stacks up to eight units in a stack, providing up to 384 Gigabit ports. A stack can be created with 24- or 48-port switches, providing unprecedented flexibility. It provides up to 48 built-in copper Gigabit ports, including four Combo SFP ports supporting copper links or SFP adapters for easy, flexible connection to fiber-based Gigabit media and a switching capacity of up to 176Gbps.

The two 10Gb module slots on the rear of the switch provide support for XFP 10Gb connections. These provide high-bandwidth connections to the core of a network and are in addition to the two stacking connectors giving high-capacity connections to the other units in the stack.

The SMC8824M/SMC8848M switches feature a variety of network management options for IPv4 and IPv6: console CLI, Telnet, Web, SNMPv1/v2/v3, RMON, TFTP, Port Mirroring, BootP, and DHCP. They also support advanced traffic management options such as 802.1x, Bandwidth Control, Broadcast Storm Control, and support for IGMP Snooping v1/v2.

The SMC8824M/SMC8848M provides a robust and consistent set of QoS/CoS, VLAN, and security features. It supports eight priority queues for 802.1p/ToS/DiffServ, with classification and marking based on MAC SA/DA, IP SA/DA, and/or TCP/UDP. Security features include 802.1x (Port Authentication), port security, and Access Control Lists (ACL) based on MAC address, IP address, and/or TCP/UDP port numbers. It also provides extensive support for GVRP, 802.1q, and a flexible VLAN implementation, including port, tagged, and protocol-based VLANs.

The SMC8824M/SMC8848M is the latest example of SMC's continued commitment to our channel partners and customers to be the industry leader in cost-effective, reliable, high-performance, feature-rich switches.

SMC® Networks

**www.Processor.com/SMC**

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Irvine, CA 92618
Phone: (949) 679-8000

*Manufacturer Presentation*

*Communications - Security Advertisement*

# D-Link® NetDefend™ Unified Threat Management Solutions for SMBs

- Unified Threat Management
- Enterprise-Level Protection
- Secure Remote Access
- Compatible with Check Point Security Services




**DFL-CP310**

The new NetDefend security appliances from D-Link are specifically designed for small and medium businesses (SMBs) and offer affordable and easily administered unified threat management (UTM) protection against potential disastrous and costly attacks to the office network.

The D-Link NetDefend DFL-CPG310 (Wireless) and DFL-CP310 (Ethernet 10/100) deliver enterprise-level UTM features in a single device powered by Check Point's advanced Embedded NGX™ with Application Intelligence™ technology and market-leading Firewall-1™ and VPN-1™ software. The inclusion of Check Point's software provides SMB users with complete UTM protection from Internet and network-based threats.

The feature-rich NetDefend secured by Check Point devices are designed to ensure maximum efficiency and security of network bandwidth and allow proper usage of Internet resources, such as instant messaging, peer-to-peer (P2P) file sharing, and File Transfer Protocol (FTP). In addition, D-Link's newest SMB security devices provide protection to all PCs on the network by blocking viruses at the gateway, before they enter the network.

The NetDefend devices also make it easier for company employees to securely access the office network from remote locations using the VPN capabilities. They also allow for business expansion as VPN usage increases.

D-Link®

**(888) 978-2251 (XSTACK1)**
**www.Processor.com/D-Link5**

*Manufacturer Presentation*

*Communication - Telephony Advertisement*

# Digital Enhanced Cordless Telecommunications



The SpectraLink Dect System offers a cost-effective solution for small and medium-sized businesses looking to improve productivity, responsiveness, and mobility in the workplace.

The SpectraLink Dect System consists of three components: Wireless Servers, Base Stations, and Wireless Telephones. The Wireless Servers provide integration with most enterprise telephone systems and are scalable from a handful to hundreds of users. The Dect Base Stations and Repeaters enable easy deployment for wireless coverage throughout any enterprise environment.

Handset options include three different models, all operating in the 1920 - 1930 MHz unlicensed PCS (UPCS) spectrum.

- The SpectraLink Dect 3040 Wireless Telephone includes an 800-number directory, talk/standby time of 16/150 hours, and SMS functionality.
- The SpectraLink Dect 4020 Wireless Telephone is a high-value, cost-effective handset with the durability and dependability required for more rugged work environments.
- The SpectraLink Dect 4040 Wireless Telephone is the most durable of the handsets, offering protection against dust and splashing water (IP 54).

**www.Processor.com/spectralink**

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Toll-Free: (800) 676-5465
Phone: (303) 440-5330
Fax: (303) 440-5331

SpectraLink

*Manufacturer Presentation*

*Communications - Network & Systems Mgmt. Advertisement*

# Complete VoIP Lifecycle Management




Unlike current VoIP management solutions, Packet Island's solution enables service providers and VARs to offer VoIP network preassessment, VoIP service monitoring, and VoIP SLA management as branded services at a price point the SME market can afford.

The Packet Island offering utilizes a carrier-grade SaaS platform, called PacketSmart™, located at a hosting facility and low-cost, plug-and-play, 4"x4" microappliances deployed within each SME network. Accessible from any Internet-connected computer, the PacketSmart™ service allows service providers and VARs to provide network assessment and VoIP troubleshooting services without expensive truck rolls to customer sites. The solution, which supports both SIP and Cisco's SKINNY-based VoIP installations, provides remote visibility into all aspects of live VoIP calls, including:

- Detailed, real-time, per-second granularity graphs of key metrics:
  - MOS estimate of VoIP call leg
  - Packet loss
  - Jitter
  - Packet Rate
  - And more…
- Real-Time QoS and payload analysis of media streams
- Live route analysis to help pinpoint router congestion
- Full call flow signaling graphs with full dump of every signaling message
- Traffic flow analysis (voice vs. data)

Packet Island offers a complete service package, including VoIP training and second-level support, for service providers and VARs to start delivering branded VoIP lifecycle management services to the SME market today.

For more information, to learn where to buy, or to become a reseller, please visit the following Web site or contact us directly by email or phone.

**www.Processor.com/PacketIsland**

email: info@packetisland.com

PACKET ISLAND

**Phone**
**(650) 492-4858**

*Manufacturer Presentation*

*Communications - Security Advertisement*

# Web-based Management Console




Strata Guard™ is an award-winning family of network-based IPS/IDS (intrusion detection/prevention systems) that provide real-time, zero-day protection from network attacks and malicious traffic. With four different models and two deployment options, Strata Guard protects your enterprise from the network perimeter to the core, including remote and internal segments.

Strata Guard employs six distinct attack-detection technologies for comprehensive network protection. With signature-based and behavior-based attack detection, deep packet inspection, and protocol anomaly analysis, Strata Guard terminates network-, application-, and service-level attacks including worms, Trojans, spyware, port scans, DoS and DDoS attacks, server exploit attempts, and viruses before they infiltrate the network and cause real damage.

Beyond blocking malicious attacks, Strata Guard enforces your network usage polices and can block peer-to-peer file sharing, instant messaging, chat, prohibited browsing activity, and worm propagation. It detects anomalous activity such as spoofed attack source addresses, TCP state verification, and rogue services running on the network.

Highly automated, Strata Guard is designed for ease of use and streamlined administration and management. Through its multilayered Dynamic Attack Qualification™ technologies, Strata Guard eliminates false-positives. Its multinode, multi-user management capabilities allow for enterprise-wide deployments and provide appropriate levels of control for the full range of users requiring access to security data.

**www.Processor.com/Still2**

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Fax: (303) 381 3881

StillSecure® Strata Guard™
*Protects you from the cost of malicious attacks.*

*Manufacturer Presentation*

*Communications - Storage Networking Advertisement*

# SAN Routers



## Eclipse 1620 SAN Router

Connect to IP backbones, Fibre Channel fabrics, and a wide variety of end systems with this capable and affordable multiprotocol storage switch. The Eclipse™ 1620 supports standard protocols such as iSCSI, iFCP, and E_Port and can be used concurrently for business continuance/disaster recovery plans, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- E_Port for integration into existing multivendor fabrics
- Offers Fast Ethernet or Gigabit Ethernet connectivity
- Support for full fabric, private and public loop FC devices
- High performance with an affordable price

**www.Processor.com/McData**



## Eclipse 2640 SAN Router

The McDATA Eclipse™ 2640 SAN Router is the next generation of multiprotocol storage solutions. It delivers multivendor, multiprotocol connectivity within the data center and beyond. The Eclipse™ 2640 supports industry-standard protocols such as iSCSI, iFCP, and E_Port and can be used for SAN island integration, business continuance/disaster recovery planning, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Broadest range of E-Port interoperability with multivendor fabrics
- True FC routing for maximum scalability and fault isolation
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- Offers both Fast Ethernet or Gigabit Ethernet connectivity

**www.Processor.com/McData2**

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Fax: (720) 558-3860

McDATA®

*Manufacturer Presentation*

*Communications - Switch Advertisement*

# Asante IntraCore 36524 & 38480

**Asante IntraCore 36524** **www.Processor.com/Asante**

*Increases Data Flow, Security, and Network Efficiency*




This high-performance Layer 3 routing switch, optimized for business and campus LAN or intranet, provides both wire-speed Ethernet routing and switching services. The IntraCore 36524 can route the traffic between isolated subnets, increasing network throughput, as well as security and efficiency.

The IntraCore 36524 routing switch supports a variety of Layer 3 routing protocols and Layer 4 features, allowing it to look deeper into the packets to perform smart filtering functions. It also has advanced traffic control, based on L2-L7 data of incoming frames.

With 24 ports, the Asante IntraCore 36524 routing switch has a higher port-density count than its predecessor, the IntraCore 35516. As a result, network administrators can divide the network into more network segments. Each segment can provide more bandwidth with less network traffic congestion.

**Asante IntraCore 38480** **www.Processor.com/Asante2**

*Advanced Layer 2+ Switch Features Full-wire Speed with Minimized Latency*




The IntraCore 38480 has a high-density port count of 48 10/100/1000 copper ports, plus four Combo ports for adding fiber via SFP MiniGBIC module. Designed to be a space-saver in the rack and wiring closet, it can also eliminate cross switch traffic. Boasting an impressive 96-Gigabit switching fabric, the IntraCore 38480 supports full-wire speed on all ports. It has advanced traffic control based on L2-L7 data of incoming frames.

The IntraCore 38480 supports jumbo frames up to 9k per frame, best for use with multimedia applications and network storage. With additional features such as CoS and IEEE 802.1p traffic prioritization, applications such as VoIP can pass traffic with minimal latency.

Asante

**800-662-9686**

## Manufacturer Presentation

*Communications - Serial Networking Advertisement*

**Patton Electronics** has expanded its **EtherBITS™** line of serial device servers with two low-cost options for connecting RS-232 devices to Ethernet networks. The Model **2232** provides a wired 10Base-T connection and the Model **2211** delivers a wireless IEEE 802.11b Wi-Fi connection. Both models support open-standard TCP/IP with serial RS-232 data rates up to 115Kbps.

### **Model 2232 EtherBITS™** Single-Port RS-232 Device Server

This low-cost single-port device server lets you monitor, control, and collect data from any async RS-232 device over any IP network.



- Control and Monitor Serial Device--Link asynchronous serial devices and terminals to your IP network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the LAN--10Base-T LAN connection via shielded RJ-45 connector
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vtty drivers

For More Information, visit ***www.Processor.com/Patton1***

### **Model 2211 EtherBITS™** Wireless Single-Port Device Server

The best, most cost-effective method to control, monitor, and collect data from your RS-232 serial devices over a wireless local area network.



- Control and Monitor Serial Device--Control and monitor your serial asynchronous terminals and devices over the local area network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the Wireless LAN--802.11b Wi-Fi 10Base-T LAN connection via built-in WiFi module; 64-bit WEP security
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vtty drivers

For More Information, visit ***www.Processor.com/Patton2***

**(301) 975-1000**

**PATTON Electronics, Co.**
7622 Rickenbacker Drive,
Gaithersburg, MD 20879

## Manufacturer Presentation

*Communications - Network & Systems Mgmt. Advertisement*



Quintum's new **Remote Management Session Server** simplifies the installation and management of remote Tenors for ISPs, service providers, and network administrators. The RMSS provides a secure and centralized management interface within a Tenor network that allows newly installed Tenors to be registered, configured, and managed remotely, even those behind NAT firewalls. The remote management capability eliminates the need to involve enterprise customers in troubleshooting and upgrades. Tenors can be managed remotely anywhere, anytime via Telnet, FTP, or the Tenor Configuration Manager (GUI).

Tenor VoIP switches and gateways support “drop-in installation” and will automatically obtain an IP address and auto-register with the RMSS. The RMSS can then email the person responsible for managing that Tenor product that it is “online.” The Tenor can then be managed remotely. A new configuration wizard is also included with Tenor Switch products and can be utilized for simple configuration via the RMSS. The Remote Management Session Server can register up to 5,000 remote Tenor switches and can manage up to 100 Tenors simultaneously.

*For more information, please visit*

**www.Processor.com/Quintum**

1-877-SPEAK IP (1-877-773-2547)
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## Application Networking

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The ***ONLY*** ***Converged Platform (CP)*** that Delivers Scalable, Secure End to End Remote Access, User Authorization, Two-Factor Authentication and Automated Network-Based Bandwidth Shaping and Provisioning in a Tightly Integrated, Easy to Manage Appliance.

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## Network & Systems Mgmt.

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Envoy is a revolutionary network management solution that will change the way you manage your network. By automating network support & recovery procedures, Envoy reduces errors & accelerates the time it takes to recover from network disruptions. Envoy is a 24/7 virtual network administrator that addresses 95% of the issues that regularly cause service outages and degradations.

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## Access Control

**www.Processor.com/Marx**



**CrypToken - It's a Smard Card and a Reader!**

Easy to integrate into PKI solutions or any certificate-based security applications (X.509, CAPI or PKCS#11): Windows Login - VPN Authentication - Web Access - WLAN Security - Email Encryption - Digital Signatures.

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## Access Control

**www.Processor.com/Cloakware**



**Password Management Solution**

CSPM Express is designed to help small to medium-sized businesses eliminate hard-coded passwords from their applications. New regulations have highlighted hard-coded passwords as insecure and unacceptable in any sized company. Auditors are now applying increased pressure to eliminate hard-coded passwords.

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## Antivirus/Antispyware

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Only **$3,398**
Firewall 310 model
Additional sizes available



- Stops spyware downloads (including drive-by downloads)
- Stops virus downloads
- Blocks access to spyware Web Sites
- Detects spyware access to the Internet
- Facilitates spyware removal • Block offensive Web Sites
- No per user fees! Very Affordable!
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Fax: (408) 342-1061

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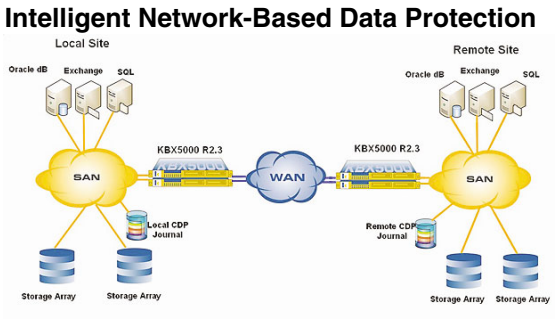
*Communications - Storage Networking Advertisement*

# Kashya KBX5000

## Data Protection Platform

The KBX5000 Data Protection Platform is a comprehensive solution for the entire data center, providing local CDP (continuous data protection) and CRR (continuous remote replication). The KBX5000 protects companies from data loss caused by common problems such as server failures, data corruption, software errors, viruses, and end-user errors, while also protecting against catastrophic events that can bring entire data centers to a standstill. KBX5000 customers have realized dramatic cost savings by eliminating complex, nonperforming data protection schemes and deploying a single, easy-to-manage solution. The KBX5000 supports intelligent application bookmarks, instantaneous recovery, and bidirectional local and remote replication to provide true any-point-in-time protection. With support for heterogeneous storage, hosts, networks, or SANs, the KBX5000 protects storage investments, enhances business continuance, and facilitates storage consolidation.

**Intelligent Network-Based Data Protection**




The KBX5000 Data Protection Platform supports a local CDP and remote CRR module. These modules run on a single KBX5000 Platform to reduce cost and ease management and can be deployed separately or together, based on your unique needs for unparalleled, end-to-end protection.

- End-to-End Data Protection
- CDP Recovery with rollback to any point in time
- Instant Access to CDP Data for Read and Write Processing
- High Performance and Scalability
- Complements Existing Storage, Backup and Archiving Systems
- 15:1 Reduction in CDP Storage Requirements
- Policy-Based Data Protection
- Network-Based Data Protection Across Any Storage Array

**www.Processor.com/Kashya**
**866-527-4921 or 408-437-3900**

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*Manufacturer Presentation*

*Communications - Security Advertisement*

# Trend Micro InterScan Web Security Appliance

Integrated gateway hardware solution protects against threats such as spyware, malware, and phishing and triggers automated damage cleanup



- **Comprehensive Web Security**
- **Antiphishing**
- **URL Filtering Module**
- **Centralized Management and Coordination**
- **Leading Virus Protection**
- **Antispyware**
- **Scalable and Flexible**

InterScan™ Web Security Appliance is a new gateway-based hardware solution with unique capabilities designed to provide enterprise organizations with comprehensive frontline protection against malware and content security threats.

The InterScan Web Security Appliance acts as the first line of defense against threats such as spyware, grayware, viruses, and phishing. It can trigger automatic agentless endpoint cleanup via collaboration with Trend Micro™ Damage Cleanup Services. It also provides malware detection and blocking, URL filtering, antiphishing, and other features to prevent threats such as spyware from entering the network.

The arrival of InterScan Web Security Appliance occurs at a time when spyware and many other content security threats are presenting daunting challenges for IT organizations and end users. For instance, in July 2005 Trend Micro conducted a global survey of enterprise end users that revealed 39% of respondents feel IT can do more to prevent them from falling victim to spyware and phishing. That same year, a survey conducted by IDC revealed that spyware was considered the second greatest security threat among enterprise organizations.

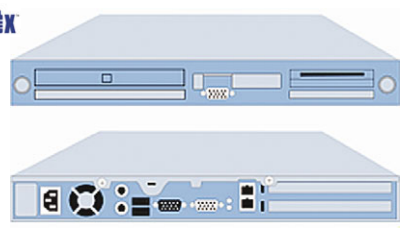
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TREND MICRO™

## Database Security

**www.Processor.com/Crossroads**

StrongBox



SecurDB is a policy-based security appliance that proactively mitigates unauthorized database activities. As part of an organization's BIA strategy, SecurDB has zero impact on the existing IT infrastructure and simplifies and automates previous manual processes, making it a cost-effective security solution. For more information, please visit **www.Processor.com/Crossroads**

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## Multifunction Appliance

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**Hybrid Firewall, Active IDP, IPSec VPN**

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- Antispam system proven to eliminate 98% of spam
- Content Filtering and Company Policy Enforcement
- Remotely Managed and Updated 24/7 using proprietary secure PUSH technology

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## Multifunction Appliance

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*Network Security Simplified*



**EdgeGuard**
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- Spyware Blocker
- PhishNet
- Web Content Control
- Rogue Protocol Control
- Firewall
- Intrusion Prevention
- OpenVPN
- Attack Shield
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- EdgeReport

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Fax: (650) 345-3788

## Ethernet Switch

**www.Processor.com/N-Tron**




**Monitor Your Industrial Ethernet Network**

The N-TRON™ 9000 Series is a Gigabit-capable, four-slot modular switch, offering fully managed features such as IGMP Snooping, VLAN, QoS, Trunking, Mirroring, 802.1W Rapid Spanning Tree, and N-View. The 9000 Series is the ideal switch for connecting Ethernet-enabled industrial and/or security equipment. **www.Processor.com/N-Tron**

N-TRON THE INDUSTRIAL NETWORK COMPANY

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Mobile, AL 36609
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## Wireless Security

**www.Processor.com/NetworkGuardian**




The **Secure Access Point** is a multifunction security appliance that provides a variety of security functions. Firewall, Virtual Private Network, Intrusion Prevention System, Network Address Translation, Dynamic Host Configuration Protocol, Domain Name Service (DNS) & Secure Web Server are among the capabilities of the Secure Access Point. **www.Processor.com/NetworkGuardian**

Network GUARDIAN CORPORATION

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## Superior Appliance Solutions for OEMs and ISVs



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Pyramid Computer is a leading supplier of branded appliance solutions for OEMs and VARS. We offer a complete range of design, maufacturing and logistics services that allow you to effortlessly deliver a superior product to customers on a world wide basis, and focus your attention on core business activities.

- **Quickly deploy an attractive high quality product with your own brand and image**
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- **Reduce inventory costs, risks**
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Email: info@pyramid-usa.com

*Manufacturer Presentation*

*Communications - Security Advertisement*

# Symantec™ Gateway Security 1600 Series

Affordable protection through eight essential security functions in a single easy-to-manage appliance.



Robust, integrated and cost-effective protection for central sites, remote and branch offices with up to 200 users.

The Symantec Gateway Security 1600 Series is an affordable, reliable, and easy-to-manage unified threat management security appliance powered by Symantec's award-winning technologies. With eight essential security functions tightly integrated, the SGS 1600 Series delivers maximum security while reducing the complexity of security management.

The new SGS 1600 series offers key benefits that will help your organization improve its overall security posture and reduce maintenance cost.

**Proactive Protection** - Protects against multiple threats, including viruses, worms, spyware, spam, intrusions, and blended threats, while reducing acquisition, installation, and management costs with a single-vendor solution.

**Security Effectiveness** - Combines tightly integrated, on-box, multiple "zero-day" attack detection technologies, including antivirus heuristics, IDS/IPS vulnerability attack interception, and Protocol Anomaly Detection.

**Accelerated Security Response** - Obtains automatic and timely content security updates and software patches as soon as they are available through LiveUpdate, which keeps your protection up to date without management overhead.

**Easy to Manage and Maintain** - Comprehensive management capabilities to enable scalable security policy configuration and event/alert management for all security functions via an easy-to-use Web-based interface.

**Trusted Security** - Reliable protection from Symantec, the leader in Internet security.

symantec™

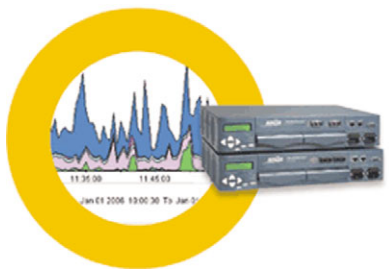
For more detailed information on the Symantec Gateway 1600 Series of products, please visit us at
**www.Processor.com/Symantec10**

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*Manufacturer Presentation*

*Communications - Network & Systems Mgmt. Advertisement*

## Centralized, Proactive Management Of All Network Traffic



**Use NetXplorer for Complete Visibility and Control**

Networks are not just about speeds, feeds, and bandwidth capacity. Networks are about providing crucial visibility of network usage, business, and user behavior. Working together, Allot's NetXplorer and NetEnforcer devices combine global visibility, active control, and deep packet inspection (DPI) technology to achieve a level of network intelligence that ensures optimal network performance, security, and management and caters to application, user, and subscriber needs.

**Link Between Business Goals and Network Traffic**

NetXplorer provides the necessary in-depth insight and analysis to understand networks and directly link between business goals and network traffic and behavior. Facilitating the decision-making process and streamlining network efficiency, NetXplorer is a highly scalable system that uses a single, easy-to-use GUI to deliver unsurpassed network analysis suitable for short-term network troubleshooting or for understanding long-term trend and usage patterns. Control capabilities include simultaneous provisioning of policies and configuration and updating and distribution of data to all managed Allot NetEnforcer® devices.

**For Enterprises**

NetXplorer provides network visibility that extends beyond the infrastructure and enables the linking of business policies to specific network actions, which is particularly important for managers to ensure mission-critical applications and contain network costs.

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Allot communications

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*Communications - Wireless Advertisement*

## Access Point with Business-Specific Features




**Key Features**

- Clustering functionality makes adding additional access points (APs) to your network "turnkey"—security settings and other operational parameters are securely downloaded into each new AP automatically
- Dynamic Channel Planning and Auto Channel Selection simplifies initial channel assignments and assure APs maintain optimal channel configuration
- Easily managed with Web interface, Telnet, and SSH or through third-party SNMP-capable management software
- Neighborhood AP Detection assures you know what other APs are within range of your network
- Network health monitoring, including: Status, throughput, security, RF interference, connected clients, and more
- Wireless Multimedia (WMM) QoS support for prioritizing bandwidth for delay-sensitive applications such as VoIP
- Multicast support for streaming video/audio
- Load balancing shares the connectivity load evenly across multiple APs
- Advanced wireless security suite: WiFi Protected Access 2 (WPA2)/802.11i, WPA, and 64/128-bit WEP encryption
- Complete compatibility with standard 802.11b and 802.11g wireless technologies
- Includes Bridge mode for connecting multiple LANs and Repeater mode for extending the reach of wireless networks without running additional Ethernet cables

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USRobotics®

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*End Nodes - Server Advertisement*



**Stratus ftServer W Series 5700 System**

The ftServer® W Series 5700 system from Stratus Technologies is the industry's first fault-tolerant server to use Dual-Core Intel® Xeon® processor technology. The two-way server (with eight processing execution cores) provides 99.999% uptime and is ideal for enterprise business processing and multitasking applications.
The ftServer 5700 supports the Microsoft® Windows® Server 2003 Enterprise Edition operating system and uses Stratus-engineered chipsets and the company's patented Continuous Processing® technology to bring premier continuous availability to decentralized mission-critical computing.
The server is available with the Virtual Technician module (VTM), a fault-tolerant remote access controller that connects to the fully fault-tolerant Stratus® ActiveService™ Network to help ensure the highest reliability possible. The ftServer 5700 also supports the Stratus Active Upgrade™ technology for online patching, hotfixes, and upgrades.

**PROCESSORS**

| | |
|---|---|
| Logical processors | 2-way SMP |
| Processor | Dual-core Intel® Xeon™ processor 2.8GHz |
| Cache | 2MB iL2 per core |
| Frontside bus | 800MHz |

**MEMORY**

| | |
|---|---|
| Min/max memory | 2GB/16GB DDR2 |

**I/O SUBSYSTEM**

| | |
|---|---|
| PCI-X slots | 6 x 64/100 |

**STORAGE SUBSYSTEM**

| | |
|---|---|
| SATA drives supported | 400GB (7200rpm); 74GB (10,000rpm) |
| Base system drive slots | (SATA) 6 |
| Expansion drive slots | (FC) 12 |

**www.Processor.com/Stratus**

Stratus® Technologies

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U.S. Operations
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Maynard, MA 01754-3409
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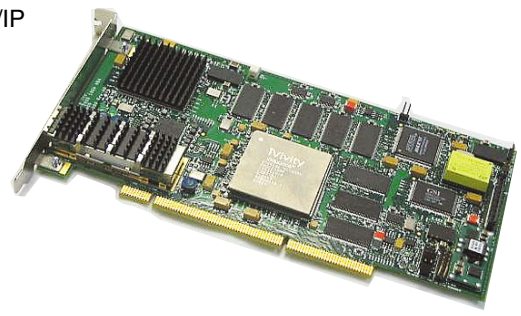
# iVivity's Application-Specific 10Gbps iSCSI Host Bus Adapter

Leveraging its iDiSX 2000 storage network processor architecture, iVivity created a full 10Gbps application programmable iSCSI, TCP/IP, and UDP Host Bus Adapter (HBA) for array, appliance, and server OEMs.

The 10Gbps full line rate throughput, very high IOPS, and low power characteristics combined with the standards-based programming power of iVivity's iDiSX 2000 HBA provides OEMs with an easily integrated, superior means of differentiating their iSCSI array and appliance systems—improving application performance and functionality without changing their system architectures.

The iDiSX PCI-X Host Bus Adapter provides full network protocol controller functionality along with standards-based programmability that can be used to enhance the performance and functionality of a wide variety of applications, including CDP, VTL, snapshots, data migration, virtualization, and WAN optimization. Basic capabilities include:

- Accelerated Full ISCSI/UDP/TCP/IP processing at wire-speed for 10Gbps and multiport 1Gbps
- Initiator and Target capability for supported storage protocols
- Embedded MIPS processor with Linux and standards-based SDK
- Ability to manipulate data and metadata on the fly



**For More Information, Visit www.Processor.com/iVivity**

iVivity®
*The Intelligent Convergence of Storage and Networking*

**Phone**
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*Manufacturer Presentation*

*End Nodes - Storage Advertisement*

# Encrypt The Data On Your Backup Tapes With Paranoia2




Backup encryption and data encryption are undoubtedly required to comply with Sarbanes-Oxley, HIPAA, and other government-imposed security regulations. Most companies haven't taken backup encryption into consideration and have only secured their data on their systems from theft or misuse via access controls, firewalls, and specialty software. Few have taken into account the repercussions of a lost or stolen tape backup. Once your data is written to tape, it's completely unprotected. There are no access controls, passwords, or audit trails tied to this data. So without a tape backup encryption solution, all security efforts made thus far are useless. This is why a tape backup encryption solution is necessary.

Your tape backup data is your most critical asset and its potential value for abuse by people outside of your organization is enormous. It's easy to take your unencrypted backup from your backup tapes and read it on any drive, unless tape backup encryption was used. Tape backup encryption is your primary defense for safeguarding tape backups. If you are worried about data protection, disaster recovery, and compliance, you need Paranoia2.

Paranoia2 is the simplest, most cost-effective and easy-to-deploy tape encryption (backup encryption) solution available. The Paranoia2 backup tape encryption solution is available as an external encryption device or as a complete private key secure backup encryption subsystem. Paranoia2 uses strong encryption protocol, dual DES3, to protect your data (or 11 other different levels). Encrypted tapes can only be read by another Paranoia unit with the correct user and hardware private key. Paranoia2 is an external on-the-fly tape backup encryption appliance, sitting between the data path and tape storage device. It's transparent to the operating system and the built-in precompression ensures encryption without performance degradation and will in many cases increase your transfer speed and shorten your backup window (up to 68MBps sustained encryption rate). It's an inline tape backup encryption hardware unit that requires no system or software changes and can be used on both stand-alone and library tape drives.

**For a 7-Day Evaluation Unit,**
**Visit www.Processor.com/Midland or Call (888) 682-5335**

MIDLAND
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- High-performance and highly available 4Gb FC SBOD solution
- Modular storage components to optimize and scale the storage infrastructure
- Comprehensive and simple storage resource management interface
- Point-to-point drive connection
- Reduced latency



## J2880 4Gb Fibre Channel Switched JBOD

An easy-to-implement and easy-to-use disk expansion enclosure, iQstor's J2880 Switched JBOD (SBOD) disk enclosure delivers a scalable yet reliable solution for a variety of business applications. As a modular component, the J2880 SBOD enables IT administrators to quickly and cost-effectively optimize storage solutions for changing application and network environments by using a "building block" approach. Easily connected to RAID subsystems, each J2880 SBOD scales to 2.2TB with 15 x 146GB FC disk drives or 7.5TB with 15 x 500GB SATA disk drives, allowing the creation of very large tiered-storage SAN systems as needs arise. With fully redundant, hotswappable components such as disk drives, power supplies, cooling modules, and Fibre Channel hubs, the J2880 ensures reliability and high availability. The J2880 supports the latest Fibre Channel 4Gb interconnect in switched dual loops, is backward compatible to 2Gb FC-AL, provides redundancy, delivers performance of up to 800MB/second and can be configured with either FC or SATA II disk drives.

**Advanced FC Switching**
Instead of the traditional FC drive loops, the J2880 SBOD deploys an advanced FC switch technology to deliver a point-to-point switch connection between each drive and the storage controllers.

**Comprehensive In-Band Management**
The J2880 SBOD delivers unique and comprehensive storage management and diagnostics services to increase storage efficiencies.

**Storage Investment Protection**
The J2880 SBOD delivers significant performance improvements and is a wise selection for companies seeking to implement storage solutions that are easy to deploy and easy to manage.

iQstor

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*Manufacturer Presentation*

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# DC-DC Industrial Power Supply



- Universal +24(18~32) and -48(-38~-72)VDC Inputs
- Over Load, Over Current, Over Temperature Protection
- 1+1 Mini Redundant Option
- Modular output Option

iStarUSA has four new regulated DC power supplies with enhanced features. These regulated 24V and -48VDC power supplies are said to provide space-efficient products to drive higher power-demanding data storage, telecommunications, and automation control systems. They include single or dual three-phase input, 3.3V, 5V, 12V output power supplies, as well as output current of 14A, 42A, and 20A. An added power surge feature enables each power supply to withstand up to 130% of its rated current for up to five seconds, making it suitable for applications with inductive loads. An internal, built-in redundancy module makes paralleling power supplies easier, and it eliminates the need for an external module. An alarm relay contact simplifies troubleshooting by providing instant visual indication of power supply shutdown or failure.

iStarUSA specializes in industrial redundant, compact, and high wattage single module form factors, including ATX form factor dual and 2+1 redundant power supply, 1U and 2U redundant to ATX switching power supply. AC-DC and DC-DC power supply design topology meets ATX and EPS standards. An ISO 2000-awarded power supply manufacturer.

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iStarUSA

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## Manufacturer Presentation

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### Faster SATA Removable D2D Backup Solution




The new Data Express DX115 removable drive enclosures supports up to 3Gbps Serial ATA (SATA) host connections and features Dantz Retrospect® backup software.

D2D backup solutions are rapidly becoming a preferred alternative to traditional tape backup. Compared to tape, D2D backup technology offers higher transfer speeds (performance improvements as high as 200%); lower costs (savings up to 50% over comparable tape solutions); greater ease of use; and 100% accuracy for restored data. The new Data Express DX115 backup solution for 3.5-inch SATA drives increases D2D backup speed with a direct 3Gbps SATA host connection.

"Data Express disk-to-disk backup solutions are designed specifically with unique features intended for small to medium-sized companies considering an alternative to the limitations and hassles associated with tape backup technology," says Diane Noneman, manager of product development for StorCase. "Our DX115 combines a uniquely compact and adaptable carrier design with the cost-effectiveness and latest levels of performance that our customers demand," added Noneman.

Rugged and versatile, Data Express products offer the highest frame-to-carrier interface connector ratings in the industry and exceed operating specification guidelines defined by leading drive manufacturers. Built-in quality details ensure ongoing performance in continuous drive swapping applications and provide the ultimate protection for high-performance drives.

**For More Information: www.Processor.com/Storcase**

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## Manufacturer Presentation

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### Performance Technologies CPmpactPCI



Performance Technologies' offers the world's first CPmpactPCI 2.16 computer blade based on 64-bit single- and dual-core AMD Opteron processors. Designed to run Linux, Solaris, and Windows operating systems, it is an ideal computer for high-end packet processing or multithreaded software applications found in wireless, softswitch, defense, and other computer-intensive applications

The CPC5564 is designed for use with Performance Technologies' complete line of Advanced Managed Platform products. The Advanced Managed Platform is the basis of a family of application-ready, fully managed platforms, allowing system designers to build NEBS-compliant, highly reliable solutions that combine state-of-the-art switching, system management, and a full line of slot components and software.

Volume Pricing starts at $2,995.

**For More Information on the new SEGway™ 6300 Compact-STP, please Visit www.Processor.com/Performance or Call (585) 256-0200**

PERFORMANCE TECHNOLOGIES

## Manufacturer Presentation

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### Ultrastor™ - IP SAN Storage System

**Ultra Fast & Flexible Host Engine from Fibre Channel, iSCSI, and SCSI**

**RS 16 IP - 10/100/1000**



**Enterprise RAID Performance**
The original UltraStor product line capitalized on Enhance Technology's hybrid storage expertise by combining IDE disk drives with either a SCSI or Fibre Channel host interface. The UltraStor IP utilizes newer, faster Serial ATA 3Gbps disks and is powered by the latest microprocessor to deliver up to 220MBps over a Gigabit Ethernet network, enough bandwidth to exceed the demanding requirements of many network-based applications. With UltraStor IP, Enhance has created a product that supports multiple hosts and runs on both the Windows and Mac OS platforms while offering easy configuration and integration into virtually any hardware or software environment.

**Key Features Include:**
Hybrid Serial ATA disk-based storage, compatible 1.5 and 3Gbps disks
Embedded hardware RAID controller with dual GbE ports
2U modular rack design easily integrates into existing storage infrastructures
2 GbE full iSCSI offload with load-balancing and failover
One logic volume shared by as many as 16 hosts
Windows VDS/VSS/MPIO support, host access control, and CHAP
Easy LCD control, Remote monitoring, and RAID management over TCP

**Full iSCSI Benefits**
The UltraStor IP system has dual GbE ports, supporting full iSCSI offload with load-balancing and failover and one logic volume shared by as many as 16 hosts. Other new features introduced in the UltraStor IP system include MPIO support, S.M.A.R.T. disk monitoring, target authorization via IP address, and Jumbo frame support.

**UltraStor Product Availability and Host Flexibility**
UltraStor IP is available for immediate delivery in the form of a 2U eight-disk RS8 IP model, which has the storage options of 1TB, 2TB, or 4TB; the 3U 16 RS16 IP model can go up to 8TB.

ENHANCE TECHNOLOGY, INC.

**www.Processor.com/Enhance**
**Phone: (562) 777-3488**
**Fax: (562) 777-3499**

## Manufacturer Presentation

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### Accusys InneRAID™ RAID 1 + Backup Kit



The ACS76510/ACS76500 is a three-disk SATA-SATA/PATA-PATA RAID kit in which two disks are mirrored to protect working data and the other disk is a backup disk preserving a data image created at a specific point in time. The back up function set-up is either manually from the GUI or automatically according to the schedules set by the user. Under 1+backup, the data can be protected from not only disk failure but also logical failures, such as virus attack, mistaken file deletion, and inappropriate changes of system configurations. As the backup disk preserves a complete image of the original data set, it can be used for restoring data as well as system configurations.

**Product Benefits:**

- OS independent kits (driverless design)
- Direct connect interface (SATA or PATA)
- Simple (disk to disk) data to data backup
- User-friendly GUI
- Excellent customer service
- Compatibility guaranteed
- Easy Integration
- Two functions in one unit
- Dual protections from disk failure or data corruption
- Plug "n" Play product
- Fast and effecient backup solution

**www.Processor.com/Accusys**

Accusys The RAID Architects

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**sales@accusysusa.com**

## Manufacturer Presentation

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### Winchester 24-Drive SATA Array with RAID 6 Data Protection

*Supports up to eight hosts and 12TB in one enclosure.*

The SATA-based RAID array lowers the cost per gigabyte of RAID-protected SATA storage while offering high-reliability features such as N+1 power, enterprise-class SATA disks, and RAID 6 for added data protection.




The FlashDisk SA-4500 supports redundant 64-bit RAID controllers with dual Ultra320 SCSI host connectivity or up to eight Fibre Channel hosts and has high-availability features, including the new FlashDisk RAID 6 protection. The SA-4500 implements RAID 6 in hardware using a high-speed XOR engine on a dedicated ASIC, enabling FlashDisk SATA to maintain a RAID 5 level of performance with RAID 6 protection against multiple drive failures. Additional high-availability features include redundant I/O modules, cooling, power supplies, and BBUs. Every FlashDisk data storage solution includes the FlashConsole appliance, providing complete centralized management using any browser-based workstation on the LAN. FlashAlert, a 24-hour "call-home" remote monitoring and alert service is also included for one year.

List pricing starting at less than $30,000 MSRP

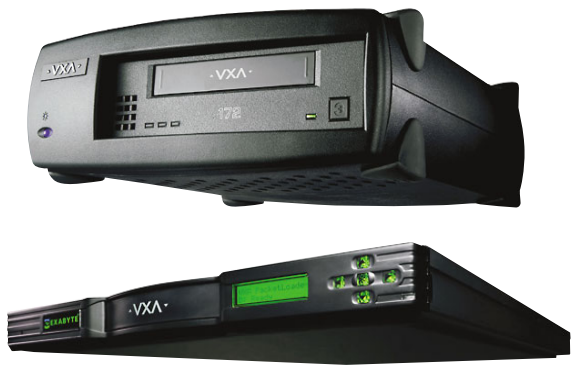
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## Manufacturer Presentation

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### VXA - 172 Packet Tape Drive & PacketLoader Tape AutoLoader




**VXA-172 Packet Tape Drive:**
· Huge Capacity! Up to 172GB (compressed)
· Fast Speed! Up to 43GB/hour (compressed)
· 2x speed and 4x capacity of DAT72/DDS-5
· Capacity on Demand allows drive to double to 320GB with simple electronic upgrade—an industry first!
· VXA Tapes offer two cartridge capacities (172GB for $29 or 80GB for $15) allowing you to pay only for the capacity you need
· Priced at just $700 (est. U.S. street)

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**VXA-172 PacketLoader 1x10 1U Tape Autoloader:**
· 10-cartridge capacity; up to two weeks of unattended backup
· Up to 1.7TB of compressed storage
· Up to 43GB/hour transfer speed
· Capacity on Demand allows drive to double to 320GB/tape, 3.2GB total storage, with simple firmware upgrade—an industry first!
· VXA Tapes offer two cartridge capacities (172GB for $29 or 80GB for $15) allowing you to pay only for the capacity you need
· Slim 1U form factor, barcode reader included standard
· Priced at just $1,700 (est. U.S. street)

**www.Processor.com/Exabyte2**

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## Manufacturer Presentation

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### MPC COMPUTERS INTRODUCES THE TRANSPORT® T1300 NOTEBOOK



TRANSPORT® T1300
$1,249
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This new system features the latest in notebook PC technology, such as the new Intel® 945GM chipset, TPM (Trusted Platform Module), and Bluetooth. The chipset supports 667MHz DDR2 SDRAM memory and can be powered by the optional Intel® Core™ Duo mobile processor technology.

Intel Core Duo mobile technology provides greater overall system performance by running multiple tasks simultaneously. TPM ensures greater protection and security, while the integrated Bluetooth technology enables wireless connectivity with a multitude of peripherals.

The TransPort T1300 offers many other enhancements as well. The system features a 14.1-inch wide-screen XGA display with 1280 x 800 resolution providing a sharp, clear picture. Additionally, the notebook incorporates Gigabit Ethernet, which facilitates faster network connection speeds. The 4-in-1 media card reader allows for quick and easy transfer of various media such as memory sticks, secure digital cards, or multimedia cards.

- Intel Core Duo or Core Solo Technology
- Intel 945GM Chipset with 667MHz FSB
- 667MHz DDR2 SDRAM
- Gigabit Ethernet
- Integrated Bluetooth Communications
- 14.1-inch WXGA Display (1280 x 800)
- Trusted Platform Module (TPM) v 1.2
- 4-in-1 Media Reader that supports Memory Stick, Secure Digital & Multimedia Cards
- Cabled Port Replicator Option

mpc

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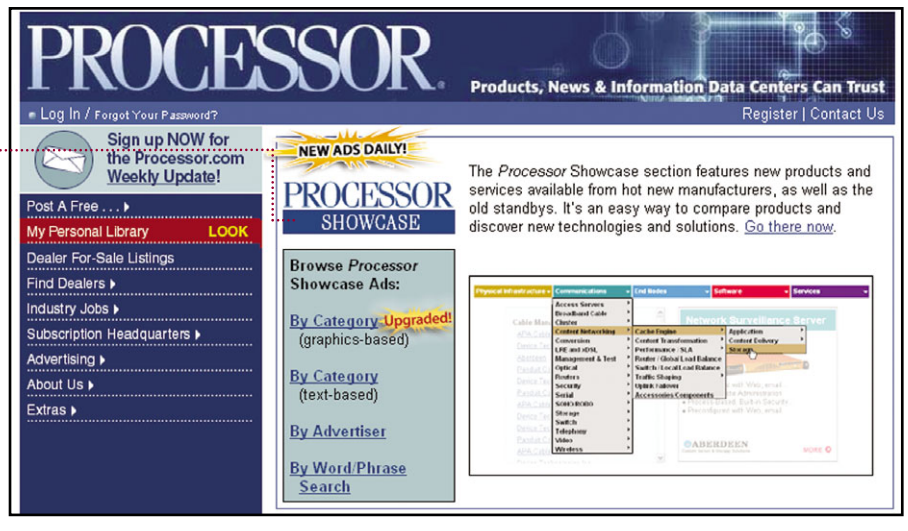
You should be familiar with the print edition of our Showcase advertising section—it's the section beginning on page 5 of this issue that displays dozens of products of interest to data center and IT professionals. Now there's an electronic counterpart with hundreds more products we can't fit in print.

If you know the specific manufacturer or advertiser you're looking for, click Browse By Advertiser. If you're looking to see if a solution exists, click one of the By Category links (either graphics-based or text-based) or the Word/Phrase Search link.

The Word/Phrase Search is the quickest route but choose your keywords wisely to ensure you get the best results.

If you choose the graphics-based browse option, you'll see instructions on how to use the browsing feature. Pass your cursor over one of the five color-coded categories near the top of the page (Physical Infrastructure, Communications, End Nodes, Software, or Services) then choose the category or subcategory you want and click it. A list of links appears in the left window; pass your cursor over the links, and the product ad displays in the right window. Once you've found a product of interest, click the red More link in the bottom right of the ad for more detailed information.

*Processor's* dedication to the data center/IT industry extends far beyond this weekly print publication. Our Web site, www.processor.com, has a number of great features you can rely on to help simplify your technology and product research and buying decisions.



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*End Nodes - Storage Advertisement*

# Tiered Archival Storage

Plasmon is the leader in professional archival storage solutions, providing the industry's most comprehensive line of archival storage solutions based on UDO (Ultra Density Optical) technology, drives, media, libraries, and storage management software, including the UDO Archive Appliance, a fully integrated, tiered, all-in-one archival storage solution for long-term data/image retention. Plasmon's UDO Archive Appliance establishes a new standard for enterprise archival storage, providing superior performance and unmatched data longevity and authenticity in the industry's most cost-effective solution. Specifically designed to satisfy the tough demands and strict regulatory guidelines of today's archive environments, the UDO Archive Appliance combines the performance and ease-of-use of RAID with the longevity and authenticity of UDO®. As a standard network-attached solution, the UDO Archive Appliance can operate independently or can be quickly and easily integrated with myriad applications, such as medical and document imaging, electronic content management, and email archiving, to provide control, access, speed, and longevity to organizational data assets.

UDO ARCHIVE APPLIANCE



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Plasmon

**For more information, contact Plasmon at 800.451.6845**

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# Business Continuity Appliance



STORServer Business Continuity Appliances are a suite of fully integrated data protection solutions for backup, archive, disaster recovery, and lifecycle management. Each turnkey appliance includes matched and certified hardware and preconfigured heterogeneous software for easy-to-use, policy-driven, comprehensive data protection.

STORServer EZ Backup is the latest addition to the STORServer Appliance suite. EZ Backup Appliances offer the same functionality as the Business Continuity Appliance suite but are built exclusively with IBM components. EZ Backup also offers an entry-level solution built on IBM Express.

Built for small and medium-sized businesses (SMBs), STORServer Appliances are scalable, enterprise-wide solutions that support most popular platforms, including database, email, OS, NAS, SAN, LAN, WAN, and mobile, with just one point of contact for warranty and support.

All STORServer appliances are delivered production ready, with everything you need to begin installing clients right out of the box. Typical client installations are deployed within 48 hours.

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Pueblo, CO 81005
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**Toll Free: (877) 585-2422**

STORServer® Business Continuity Appliances

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# Easy-To-Use & Affordable NAS Drive from SmartDisk

This cost-effective storage solution combines the simplicity of a local drive with the functionality of a network attached storage (NAS) system. Supporting both Windows and Mac operating systems, the drive connects to any computer or network via Ethernet 10/100 LAN as well as USB2.0. The SmartDisk NAS drive is easily configured using a standard Web browser and for Mac environments supports Apple's Bonjour™ technology. Printers can be shared via the USB print server.

According to Charles Klinker, vice president of marketing for SmartDisk, "The growth of networks, coupled with content explosion, is fueling consumer demand for more storage—more specifically, shared storage. The consolidation of a family's multimedia content onto one shared drive is a growing trend among households with multiple computers. The SmartDisk NAS was designed for the SOHO network and does not require any LAN certifications to install."

**Pricing and Availability**
Suggested retail price for the SmartDisk NAS drive is $279.99 for the 250GB version and $379.99 for the 400GB version.



**For More Information:**
**www.Processor.com/SmartDisk or Phone (239) 425-4000**

SMARTDISK® Simplifying The Digital Lifestyle™

## Data Collection
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The MX7—tough enough for your warehouse, yet comfortable enough for scan-intensive applications.
- All-range bar code scanning offers additional efficiencies with the ability to collect data from 4" - 40'
- 802.11b/g radio and Bluetooth option
- Voice-enabled with ToughTalk™ Technology, so you can use the MX7 for both voice-directed and traditional bar code scanning applications

LXE

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## KVM
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New Product!




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**Remote Server Management - UltraLink™**
- Connect to remote computers by Ethernet or dial-up
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- Scaling, scrolling, and auto-size features
- Available in one, two, and four user models
- Local KVM port to access computers at UltraLink unit
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- Storage virtualization
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- Mirroring
- Remote replication
- Storage provisioning
- Automated capacity growth
- Database agents

## iQ2280 4Gb FC-SATA II Storage System

### High-performance storage with enterprise-level features

The iQ2280 storage system from iQstor delivers the high performance and reliability required by today's demanding applications, at an affordable price. iQstor's iQ2280 Storage System is a self-contained storage system that brings an intelligent, yet affordable solution to small and midsized companies. Combining proven enterprise-level features with cost-effective Serial ATA (SATA) disk drives, the iQ2280 delivers efficient storage growth, scalability, data protection, and storage automation—at a price point that's dramatically less than comparable Fibre Channel solutions.

The iQ2280 enables storage administrators to quickly and cost-effectively optimize storage solutions for diverse fixed-content applications in digital media and imaging and near-line and archiving applications for financial, legal, and educational institutions. Each iQ2280 supports up to 15 SATA disk drives providing 7.5TB of storage capacity (with 500GB drives). Additionally, as storage management requirements evolve, administrators have the option of enabling enhanced storage services such as virtualization, snapshots, mirroring, storage provisioning, remote replication, and automated capacity growth.

The iQ2280 is a full-featured storage system, providing maximum flexibility, scalability, and cost-effectiveness for business, large and small. With all key internal components being hotswappable and redundant, the iQ2280 ensures data protection and delivery to keep business-critical applications running smoothly. iQstor's iQ2280 delivers a robust and economical SATA solution with the availability, manageability, data integrity, and enterprise-level functionality that, until now, have only been available to enterprise users.

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iQstor

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## CryptoStor KeyVault™ Enterprise-Class Key Management



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**NeoScale CryptoStor KeyVault** is the industry's first secure, automated and open enterprise-class appliance for data-at-rest encryption key management. From its FIPS 140-2 Level 3 compliance to its open APIs allowing third-party vendor integration, CryptoStor KeyVault provides customers with significant operational cost savings today while consolidating their key management systems in the future. CryptoStor KeyVault delivers automated key management that allows one-step disaster recovery, secure sharing of data with business partners, and key sharing with unprecedented security and ease of use.

**Key and Policy Management**

| | |
|---|---|
| **Create** | Random key creation to ensure data privacy. Hardware and Software Random Number Generation for maximum security |
| **Distribute** | Secure and automated key distribution for multisite access to keys |
| **Archive** | Secure long-term archiving of keys to ensure compliance with information retention requirements |
| **Share** | Secure and simple sharing of encrypted data with business partners |
| **Recover** | Recovery of encrypted data and keys when needed at any site. Keys are not accessed until actually needed for highest security |
| **Delete** | Enforcement of data destruction across multiple locations to meet compliance requirements |

NeoScale™

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# Linux NAS Storage
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- NAS-2-NAS Replicator
- Custom GUI Management Interface
- PCBackup Utility

View our line of Linux AberNAS appliances at
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Aberdeen is proud to be the first company to provide both Linux-based NAS and Windows-based NAS. The newly added Aberdeen AberNAS Linux appliance storage servers deliver enterprise-class network-attached storage that can optimize IT departments from a startup small business to the largest of IT environments.

The AberNAS Linux-based line of NAS servers can provide the best cost/GB ratio in the market with a 1U 2TB unit of pure storage up to 4TB 2U models. As an enterprise-class NAS appliance, the AberNAS can deliver a robust open storage platform with centralized management of network storage. It supports mission-critical applications with cluster capability, replication, high-speed backup utilities, and most impressively, a custom GUI management interface.

The Aberdeen AberNAS Linux-based storage appliances allow IT managers to enjoy the benefits of a feature-rich, high-performance network attached storage without the high cost of ownership or sacrificing on security.

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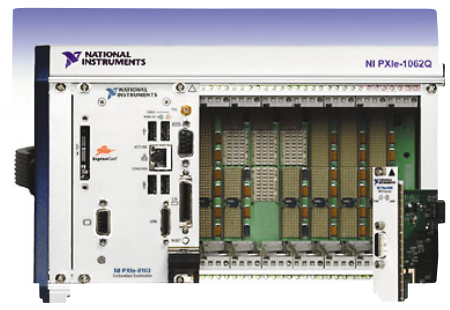
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# National Instruments High-Performance PXI Chassis & Controllers Increase Dedicated Bandwidth Up To 1Gbps Per Slot

National Instruments developed the industry's first PXI chassis and controllers based on PCI Express signaling, delivering up to 1Gbps per slot dedicated bandwidth. Engineers can use the new PXI Express chassis and controllers to improve performance for PXI systems and integrate high-bandwidth PXI Express modules as they become available. The new chassis and controllers add capabilities from the latest PXI specification, which defines PXI Express to increase PXI bandwidth by 45 times, to integrate the industry's best timing and synchronization, and to preserve compatibility with existing software and more than 1,000 PXI modules. By increasing throughput and improving measurement accuracy, the new chassis and controllers are ideal for high-channel-count, high-throughput, or multimodule applications such as IF streaming, mixed-signal, or image acquisition.

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- NI PXIe-8103 Embedded Controller Features a 2GHz Intel Pentium M 760 Processor and Up to 1GBps System Bandwidth
- NI MXI-Express (NI PXIe-PCIe8361/2 and NI PXIe-ExpressCard8360) for Desktop PC and Laptop Control with Up to 250MBps System Bandwidth




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# Smart Board Interactive Whiteboards

The new SMART Board 600 series interactive whiteboard available to the public on April 17th are creating magical moments in thousands of boardrooms, briefing rooms, and classrooms in more than 75 countries.

• Do more • Experience more • Grow more




More space, with larger screen sizes.
More style, with a new design.
More options, with new USB speakers and an expansion slot.
Inspired by feedback from our customers, the new SMART Board 600 series interactive whiteboard lets you do more than ever before. Combining the same great features that people love with new expandability options, it's limited only by your imagination.

**Highlights:**

**Touch to control your computer**
Write, erase, and perform mouse functions with your finger, a pen, or an eraser—you need no proprietary tools.

**Pick up a pen and write**
Use the pen or the eraser and the pen tray automatically detects which tool you've selected. Buttons activate the on-screen keyboard, right-click, and help function.

**Save your ideas**
Capture your work to SMART Board software as a screen shot that you can edit or save your notes directly into several software applications, including Windows versions of Microsoft PowerPoint, Word, and Excel, or into AutoCAD software.

SMART™ Technologies

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**Find out more by calling (888) 427-6278 / (403) 245-0333**

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# True Workstation Replacement Notebook

The Eurocom M590 Emperor introduces the industry to many firsts (19-inch LCD, SLI, and Turion 64) in the notebook market. The primary purpose in its creation was to create a true Workstation Replacement Notebook that could incorporate the largest screen and video power in a single portable solution.

Featuring the largest, most spectacular 19-inch Widescreen WSXGA+ 1680 x 1050 pixels resolution display with a 16:9 aspect ratio ever to grace a portable, engineered into the most luxurious, powerful, and ultra-desirable fully featured 64-bit EUROCOM Supernotebook ever built. World's First notebook powered by NVIDIA nForce4 chipset and by the fastest 64-bit Mobile Turion64 processor; featuring NVIDIA's revolutionary SLI Video Technology with two NVIDIA GeForce Go7800GTX GPUs equipped with 256MB of superfast GDDR3. The best high-end professional fully upgradeable Supernotebook is coming to the market. The 290-nits brightness ensures that even in direct sunlight you can see the display clearly.




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## Storage Security
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Paranoia2 is the simplest, most cost-effective and easy-to-deploy tape encryption (backup encryption) solution available. The Paranoia2 tape encryption solution is available as an external encryption device or as a complete private key secure backup encryption subsystem. Paranoia2 uses strong encryption protocol, dual DES3, to protect your data (or 11 other different levels).

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## Direct Attached Storage
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Starting At
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## Network Attached Storage
**www.Processor.com/MDI**



Express Stor is a multifunction appliance that provides a consolidated management point for controlling primary and secondary storage. It acts as a centralized NAS that more efficiently accesses, shares and distributes information across the enterprise and provides high-speed access to large data stores. Users easily find data and share files among various operating systems.

MDI

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## Network Attached Storage
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The SmartDisk NAS drive is a simple-to-use, affordable network drive. The external drive includes its own 10/100 Ethernet connectivity allowing you to plug the drive directly into your network. The drive then appears as a local drive to each computer connected to your network. The drive comes in a 250GB version for $279.99 and a 400GB version for $379.99. **www.Processor.com/SmartDisk**

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## Storage Area Network
**www.Processor.com/AMI**



StorTrends® 3100i is a 3U Dual Dialect™ storage appliance that is used for both NAS and IP SAN storage. It has 15 hot-swap SATA drive bays, hardware RAID support and capacity of up to 7.5 TB. iSCSI support allows file data and block applications, such as Exchange, SQL Server and Oracle, to be deployed or stored on the same server as traditional file services and storage. www.Processor.com/AMI

American Megatrends

6145 Northbelt Parkway
Norcross, GA 30071
Phone: (800) 828-9264



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*End Nodes - Storage Advertisement*

# New DataPort 25 'Mobile & Secure' Removable 2.5-inch Drive Enclosures

The **DataPort 25** makes 2.5-inch hard drives removable from any standard 3.5-inch bay such as the floppy bay in PCs and servers, making it ideal for data backup, data transporting and archiving, or applications such as mobile computing and surveillance.



New **DataPort 25 'Mobile & Secure' Drive Carriers** combine the benefits of both removable drives and rugged external storage devices. Operating at full transfer rates while in the bay, the new carriers also allow users the versatility to take their data elsewhere and access via USB or FireWire without the tether of a power cord. Optional encryption provides ultimate data security.

CRU-DataPort offers several removable drive carriers to choose from and a universal frame that supports them all:

Standard Carriers accommodate two PATA or SATA drives to double capacity or create a palm-sized RAID for data integrity or improved performance.

USB or a combination of USB & FireWire are available for ultimate flexibility in remote data access.

Add hardware-based full disk encryption for real-time encryption of the entire disk contents while using no system resources.

- Drive Carriers lock into frame for security
- LEDs indicate drive activity, power-on status, and system errors
- Heavy-duty stainless steel construction
- 25,000 insertion-rated connectors

**Contact CRU-DataPort**
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**1-800-260-9800**
or
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# V6000 HDD Max High-Powered, High-Volume Eraser For Hard Drives

The vulnerability of information stored on PC hard drives is a recognized security risk. Unlike most other PC data storage media, the hard drive usually stays with the PC. Every time a PC leaves a company's control, all the data and company information will go with it. Even if the hard drive breaks down, the storage platters will still contain information that could be read once repaired. The **V6000 HDD Max** alleviates all of these problems.




The **V6000 HDD Max** is a state-of-the-art, one-pass conveyor degausser designed for the volume erasure of hard drives. The specially designed high-intensity coils ensure complete erasure of hard drives in large quantities, perfect for IT logistic and security providers.

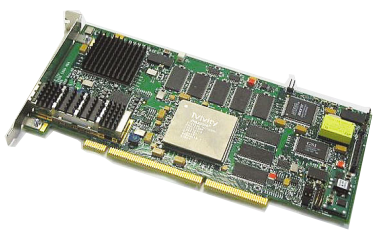
The performance of the **V6000 HDD Max** will satisfy requirements for large volumes of hard disk drives to be erased. Hard drives are placed on the belt and guided through the 5000 gauss erasure field. Up to 300 hard drives can be erased per hour.

**Safety:** With safety in mind and to meet the latest ICNIRP Magnetic Exposure Guidelines, the **V6000 HDD Max** can be operated remotely via an umbilical button.

**For more information: www.Processor.com/VeritySystems**

**Verity Systems Inc.**
5441 Merchant Circle
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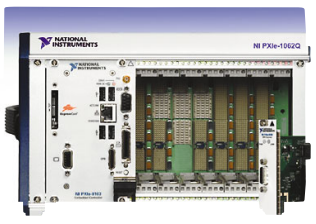

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## Bus
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National Instruments has the industry's first PXI chassis and controllers based on PCI Express signaling, delivering up to 1Gbps per slot dedicated bandwidth. The new chassis and controllers add capabilities from the latest PXI specification, which defines PXI Express to increase PXI bandwidth by 45 times, to integrate the industry's best timing and synchronization, and to preserve compatibility.

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**Quad-Port Gigabit Ethernet Interface Card**
The SlotOptimizer™ is a perfect solution for use in conjunction with early ATCA processor blades, which have few or no native faceplace Ethernet ports. It is best suited for applications requiring multiple ports directly connected to the processor blade, including both telecom-oriented and general-purpose computing platforms.

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*Software - Security Advertisement*

# Protect Your Network From The Inside Out With GFI EndPointSecurity

GFI's EndPointSecurity™ increases network integrity by providing safeguards against transported viruses and data theft via portable storage, media, and consumer electronics devices.

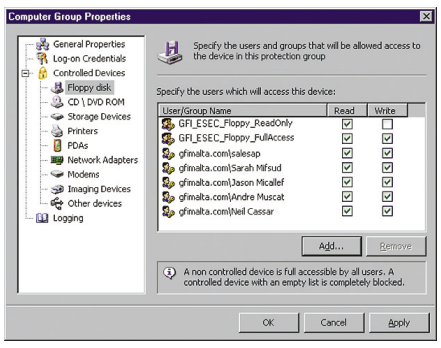
With GFI EndPointSecurity, security administrators can provide read, write, or both access capabilities to groups or individual users for file-based media such as CD/DVD-ROMs and floppies as well as block-based media operated through universal serial bus (USB), Bluetooth, Firewire, and Wi-Fi connections. In addition, administrators can monitor the use of a removable device and even block access if the activity is suspected of compromising the integrity of corporate data or the security of the network.

"Group-based oversight offers users an incredible management opportunity," says Andre Muscat, product manager for GFI EndPointSecurity. "While our competitors can support individual computer specifications, none of them allow a group-based control approach to configuration at this level of ease."

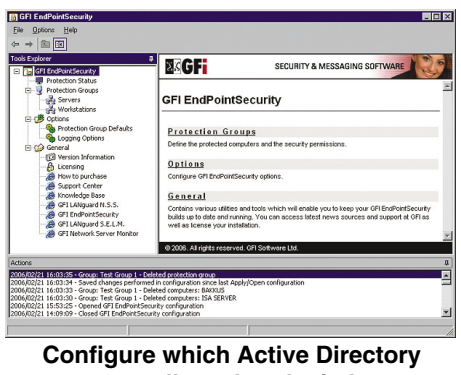
**Pricing and availability**
GFI EndPointSecurity is available from distributors around the world or online. It is highly cost-effective with prices starting at US$625 to monitor up to 25 computers; a version for up to 100 computers costs US$1,500. For more information and to download the product, visit **www.Processor.com/GFI9**.

GFI EndPointSecurity

*Network-wide control of portable storage, media and consumer electronic devices*




**GFI EndPointSecurity Configuration**




**Configure which Active Directory groups are allowed or denied access**

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*Software - Security Advertisement*

# StoneGate Provides Firewall/VPN Security For IBM's zSeries




StoneGate for IBM zSeries enables enterprises to protect their virtual servers and virtual networks with firewall and VPN technology to secure their data centers. It removes the need for external firewall servers between front- and back-end applications, saving costs in investment, administration, and maintenance. With StoneGate, multiple simultaneous firewalls can be supported in a virtual network environment while utilizing the unmatched scalability of a mainframe.

StoneGate for IBM zSeries is a software solution that is part of Stonesoft's suite of network security and business continuity solutions, which also includes a family of network security appliances. Other hardware environments supported by its software solution include IBM eServer, IBM iSeries servers, and xSeries Intel®-compatible servers.

StoneGate™ Security Platform unifies firewall, VPN, and IPS, blending network security, end-to-end availability, and award-winning load balancing into a unified and centrally managed system for distributed enterprises.

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*Software - Storage Advertisement*

# Latest Generation Remote Office Backup/Recovery Software Televaulting 6.0

Asigra Televaulting™ 6.0 delivers the industry's only hot agentless Oracle 10g, SQL 8.0, and VMware XML support; silent mass deployment capabilities; and cross platform protection. Tape-based backup for remote office/branch office (ROBO) is a less viable option for distributed enterprises because of the hardware and software costs involved, agent licensing and maintenance, level of onsite IT support necessary, and reliability of the backup.
Multiply these issues by the number of remote sites requiring data protection, and simplified remote site protection becomes a high priority. For corporations with regulatory, performance, reliability, accountability, and cost challenges, Asigra's disk-based agentless software provides a single answer for distributed site backup management.




Televaulting 6.0, the industry's only high-performance agentless backup/recovery software for remote office protection, now features hot agentless database backup for DB2, Oracle 10g, and SQL 8.0, allowing database users to operate while backup operations are in process without disruption. The software also includes a block-level resume feature for Oracle, so if a connection is lost, the backup session can be continued at the block level rather than the file level, maintaining a high service level.

Asigra Televaulting Version 6.0 is now available through resellers and service providers with pricing starting at $11,250 U.S.

**Asigra: (416) 736-8111**
**www.Processor.com/Asigra**

asigra

*Manufacturer Presentation*

*Software - Business Productivity Advertisement*

# Manage Development Issues With TestTrack Pro nPath

The management challenges in a software engineering group are found throughout an enterprise. While roles and skills differ by department, the need for good communication, accountability, quality, and repeatable processes remain constant. Software solutions such as TestTrack Pro help the software engineering group model and manage their processes and track issues vital to a successful product release. TestTrack Pro is built on an advanced, flexible workflow and issue management architecture with 10 years of customer input behind it. Today, thousands of companies rely on TestTrack Pro to keep their development and quality assurance efforts on track. What if other departments could leverage this technology? Not only would they improve efficiency, but the IT department would have a single process management architecture to support enterprise-wide.

nPath, Seapine's newest business process management tool, provides a clear path to automating and streamlining business processes. Like TestTrack Pro, nPath's powerful toolset allows companies to connect people to information, making end-to-end process management possible. nPath makes it easy for companies to track work as it moves through the organization, ensuring the right work gets to the right person at the right time. Through advanced workflow planning, issue management, communication, and reporting capabilities, nPath enables key collaborative processes, such as streamlining departmental activities or meeting regulatory compliance, to be controlled from start to finish.

Through a combination of tools, technologies, and services, Seapine has provided software engineers with solutions to better manage process, change, and quality. nPath is an exciting addition to the Seapine product family because it gives other departments the same benefits our software development customers have enjoyed for so long.

**www.Processor.com/Seapine**

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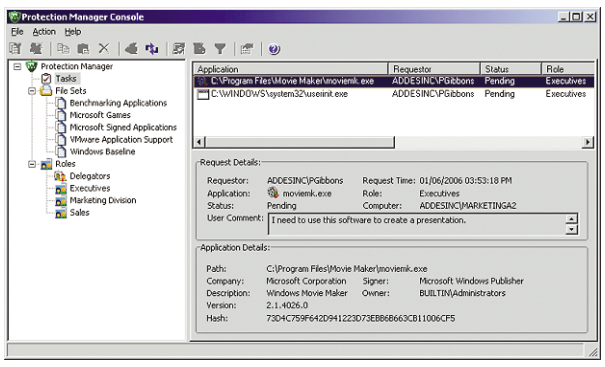
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*Software - Security Advertisement*

# Desktop Security Against Malware

Winternals Protection Manager™

In response to the alarming proliferation of security viruses, worms, spyware, and other malware infiltrating PCs, Winternals Software® has created a new security tool called Protection Manager. Recent gaffes such as Sony music CDs' inclusion of rootkits, a cloaking technology commonly used by hackers to implant and hide files on a user's computer without their knowledge, has highlighted the ease in which malware can get into a system.




Protection Manager is a security solution that blocks the execution of all unknown applications, enables enforcement of security policies, and thwarts intrusions with zero-day control. When Protection Manager is deployed to the Microsoft-based enterprise, malicious applications cannot execute and create problems on covered desktops, notebooks, and servers.

*"One of the problems with antimalware solutions today is that they are completely reactive. When a new or modified virus or worm is introduced, it can wreak havoc within a company's network and cause both data loss and system downtime long before a patch to defend against it can be created and deployed to the public," says Winternals co-founder Mark Russinovich. "The Protection Manager approach is to block any unknown application, be it a rootkit, trojan, botnet, or any other malicious application. This effectively eliminates the zero-day attack problem. Had Protection Manager been installed within enterprises using Microsoft Windows 2000, XP, or Server 2003, its very design would have prevented the Sony rootkit from being installed."*

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*Software - Security Advertisement*

# Mobile Data Protection Solution

*CREDANT Mobile Guardian 5.1 "Follows The Data" Across All Endpoints*

CREDANT extends policy-driven security management and controls across the entire mobile data lifecycle and supports Collaborative Mobile Data Security—an enterprise-hosted model that allows organizations to control security policies for data on mobile devices owned by business affiliates. By delivering a comprehensive solution that allows organizations to control and protect all mobile data with security that "follows the data" across all endpoints, CREDANT closes the security gaps created by mobility.

CREDANT Mobile Guardian provides comprehensive protection by mapping the Mobile Data Security Life Cycle to four key process elements: Detection, Protection, Management, and Support. This provides organizations with a strategic approach that enables them to protect data at all times and implement cost-effective compliance controls that adapt to changing business requirements. CREDANT's cross-platform policy enforcement ensures security "follows the data" across the broadest number of platforms managed from a single console. CREDANT Mobile Guardian delivers the only architecture that manages the entire Mobile Data Security Lifecycle. In version 5.1 of CREDANT Mobile Guardian, CREDANT strengthens security across the entire lifecycle with the following enhancements:

- Encryption of Removable Media – enforces the Intelligent Encryption of data moved to any removable storage device.
- Intelligent Encryption of Application Data – enforces the encryption of data created by business applications to protect against user error or malicious action that would leave data exposed.
- CREDANT 2go – enables employees to "point, click, encrypt" files for secure transfer via email, instant messaging, or other means.
- Out-of-the Box Support for Two-factor Authentication – supports industry-leading solutions including RSA SecurID for Windows, IBM Biometric Authentication, and Smartcards.
- Over-the-air Deployment, Activation, 'Data Kill', and Policy Updates –includes interoperability with third-party device management and synchronization providers, over-the-air activation and policy updates, and immediate, enforceable, "Data Kill."
- Expanded platform coverage – comprehensive platform support includes Windows Mobile 5 and the automatic detection and provisioning of Symbian devices.
- Enhanced Audit and Reporting – administrators can easily generate detailed reports on the use of mobile devices within the organization, quickly determine if notebook or handheld computers are secured and in compliance, and export the data to third party reporting tools.

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*Software - Security Advertisement*

**nCircle Focus™** is a breakthrough real-time data synthesis and active analysis tool that enables security professionals to immediately assess network risk and focus their actions. For the first time, users have the ability to instantly view the exact data they need at that moment and manipulate it in real time. Questions that previously required cumbersome reports or manual effort are now answered in seconds with nCircle Focus.

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Proactive Network Security

Enterprises generate an overwhelming volume of security data and still do not have the tools to turn this data into the information and knowledge they need to make the best decisions often needed immediately as the threat environment changes. Another type of report is not the answer; they need the information at their fingertips, displayed in a manner that lets them see exactly what they need to see at that moment.

Here are some common scenarios where nCircle Focus could save hours over any other type of analysis, such as the typical reports generated by vulnerability management products:

- Your log monitoring service alerts you to a large amount of traffic being generated by a host on your network. What type of host is it, what applications is it running, what ports are open, what vulnerabilities does it have, and who owns it?
- A new Denial of Service attack is out for Cisco IP phones and no patch is available yet. Where are the IP phones on your network that are running the vulnerable software version?
- The CEO wants to know if the company is at risk to the WMF threat that one of his board members just read about on the Internet. He wants to know: Is there a patch available? What systems are vulnerable? Where are they and who owns them? Do they have line-of-sight access to high threat zones? Are they running critical applications that fall under regulatory control objectives?

**nCircle Focus** will change the way security professionals do their job. Focus will be available in nCircle IP360 v6.6.

**For More Information: www.Processor.com/nCircle**

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*Manufacturer Presentation*

*Software - Mobility Advertisement*

# BOSâNOVA Mobile




BOSâNOVA Mobile is the ideal solution for Field Agents, Sales Personnel, and System Administrators who need to retrieve or upload information from any location to their organization's iSeries, making iSeries available anytime.

The need to extend iSeries access to a mobile workforce has now been answered: BOSâNOVA Mobile enables remote users to perform their tasks from anywhere, using Terminal, PDA, and cellular phones.

BOSâNOVA Mobile combines the convenience of the mobile device and the Personal Digital Assistant (PDA) with the stability and strength of BOSâNOVA abilities when it comes the iSeries environment.

**Provide Keep-alive:** The BOSâNOVA Mobile Server maintains active open sessions for a defined period of time if the mobile device is accidentally disconnected from the server. The server translates and saves the last received screen, allowing the user to reconnect to open sessions and continue operation from the last screen.

**Enable Automatic Client Installation and Update:** The BOSâNOVA Mobile Server provides a Web interface for automatic client installation and update.

- Client-server architecture allows for authenticating and authorizing users
- Extends legacy systems' capabilities for Web or wireless host access
- Web-enabled Green Screens
- Preserves investment in iSeries
- Easy implementation for different mobile device processors and different operating systems

BOSanova

**For More Information:**
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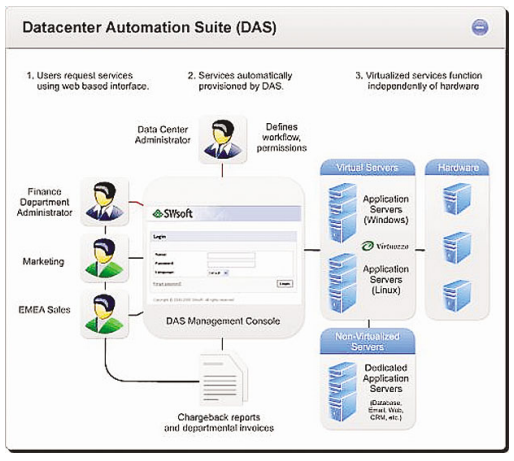
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*Software - Network & Systems Mgmt. Advertisement*

# Manage Network Resources With SWsoft's Datacenter Automation Suite

The Datacenter Automation Suite (DAS) is software that allows organizations to manage both virtualized and nonvirtualized servers through an easy-to-use Web console.

The DAS management console is a multilayer structure that enables administrators to assign specific permissions to departments and individual users according to the business rules of the organization.




**Automated provisioning and departmental chargeback**

DAS enables departments to order services through a custom-designed company portal. Requests are delivered immediately, 24 hours a day, 7 days per week. This allows enterprises to rapidly meet workload demands from a shared pool of available resources.

DAS tracks resource usage for all departments and users in the system. The system administrator can immediately be alerted if a department orders excessive numbers off virtual servers, disk space, or other resources. Enterprises have the option to place hard limits on the amount of resources that departments or individual users can consume. Information about system usage can be exported as needed.

**For More Information, Visit**
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SWsoft

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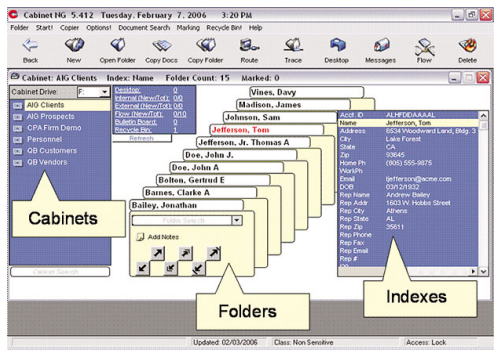
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# CNG-SAFE (Shared Access Filing Environment) Helps Improve User Productivity

Cabinet NG helps SMBs/SMEs improve business efficiency, without complicating the current processes. Because "**Paper Cuts Profit®**," Cabinet NG's CNG-SAFE document management software minimizes paper in key workflow intensive areas, including documentation, accounting, and compliance.

**Documentation**
In most industries, more than 80% of a company's information resides in unstructured (paper) and difficult-to-find documents. Fast access and control over business-critical documents is essential to minimizing costs and improving efficiencies. CNG SAFE provides the document management platform for electronic retrieval, routing, and archiving of these documents.

**Accounting**
The SMB/SME accounting function is continually challenged by paper gridlock. CNG-SAFE turns AP/AR and other paper bottlenecks into efficient, streamlined electronic processes. This helps CPAs save time and reduce data entry and filing errors in a way that makes filing and finding documents quick and easy. For QuickBooks users, CNG-Books merges document filing/data entry into a single automated process and enables viewing documents directly from within QuickBooks.




*Cabinet NG captures your processes electronically*

**Compliance**
CNG-SAFE is a vital tool for companies striving to meet compliance requirements. Businesses today are under increasing regulatory pressure to secure and track their financial, personnel, and private customer information. CNG-SAFE offers a secure and effective way to manage information lifecycle requirements through retention classes, version control, and other critical compliance features.

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**Benefits Include:**
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- Reduce/Rework - analyze each data set and generate actionable, objective reports on data quality
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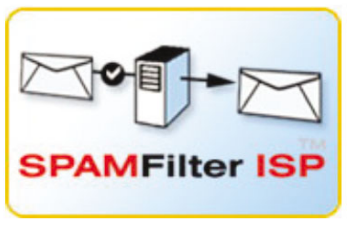
ImagXpress is the comprehensive image processing toolkit designed for document imaging, forms processing, photo and color imaging application development. Features include image viewing, editing, clean up, printing, powerful TWAIN scanning, fully programmable annotations, redaction, anti-aliasing, deskew, despeckle, multi-page TIFF and PDF. Barcode, ICR, OCR, OMR, ISIS scanning, forms recognition, and forms processing are all available as add on toolkits.

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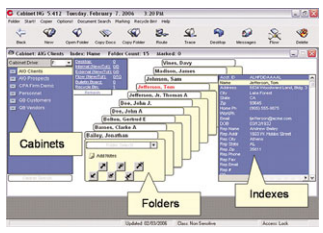



Disk fragmentation causes crashes, slowdowns, freeze-ups and even total system failures. Manual defragmentation just isn't practical—it takes too long. NEW Diskeeper 10 is the "Set It and Forget It"® high-speed defragmenter that runs undetectably in the background and makes the problems of fragmentation go away forever!
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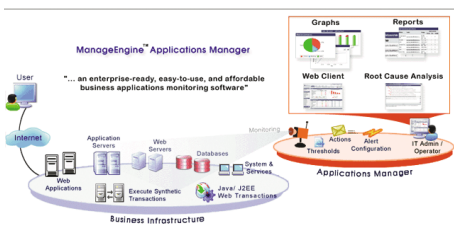



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*Software - Storage Advertisement*

# Compressed & Encrypted SQL Server Backups

Red Gate Software's SQL Backup




Red Gate Software's SQL Backup Pro Edition provides high-performance backup and recovery for enterprise-level SQL Server implementations.

*"SQL Backup Pro Edition includes two tools—SQL Backup and SQL Log Rescue—that should be a part of every DBA's toolbox," says Jason Delaune, production DBA at Tulane University. "It was a crucial tool in our backup and recovery efforts surrounding Hurricane Katrina and will continue to be a vital part of our data security strategy."*

SQL Backup Pro Edition provides multiple encryption levels up to 256-bit using the AES algorithm, the same standard specified by the U.S. government for encrypting top-secret data.

The software bundle sets new standards for convenience and flexibility, enabling users to connect and manage all server backups remotely from a central client-based GUI and take advantage of wizards to plan SQL backups and automate log shipping. Object-level recovery and log analysis is provided through SQL Log Rescue.

Advanced compression levels in SQL Backup Pro provide up to 95% smaller backups and deliver speeds up to three times faster than native SQL Server backups.

SQL Backup Pro Edition is available for $695 per server, with substantial volume discounts. It is compatible with both SQL Server 2005 and SQL Server 2000.

A free, fully functional, 14-day trial version of SQL Backup Pro Edition is available at **www.Processor.com/RedGate**

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*Manufacturer Presentation*

*Software - Network & Systems Mgmt. Advertisement*

# Holistic Approach To Performance Mgmt.

IT managers require the effective, flexible tools that can provide the highest degree of visibility across the infrastructure. Today's network managers are no longer responsible for only bandwidth and connectivity issues but must take into account how the network impacts both applications and users. IT managers must bridge the integrity gap by creating a culture and organizational structure that reflects the strong interdependence between the network and applications.

Visual UpTime Select integrates the analysis of application performance with analysis of network performance so IT departments can take a holistic approach to network and application performance management. Visual's objective is to enable IT departments to measure the success in business terms based on the high performance of the mission-critical applications.

IT and network managers can improve network application integrity.

- Increase application availability by improving business performance with a detailed understanding of both the applications and network domains.
- Reduce operational costs by developing more efficient application performance management solutions and by not resorting to always having to add more bandwidth.
- Control potential problems by proactively accessing performance data from across the entire infrastructure to uncover unauthorized applications, bandwidth hogs, viruses, congestion areas, and trends.
- Optimize bandwidth by allocating the right amount of bandwidth to maintain application performance without exceeding budget limits.
- Optimize network application integrity by arming network managers with the enhanced tools they need to analyze network usage, troubleshoot application delivery, and ensure network application integrity.

**For more information on Visual UpTime Select:**

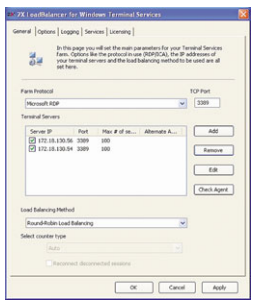
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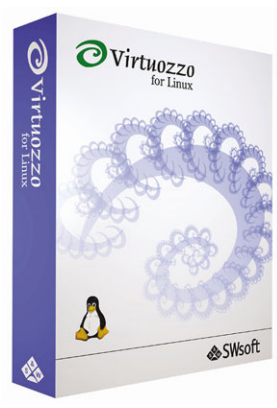
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## Virtualization

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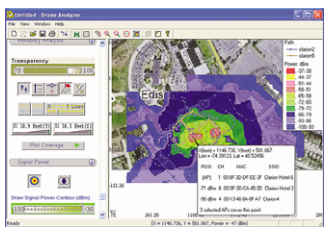

Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server; VPSes can be rebooted independently and have users, IP addresses, processes, system libraries, and configuration files.

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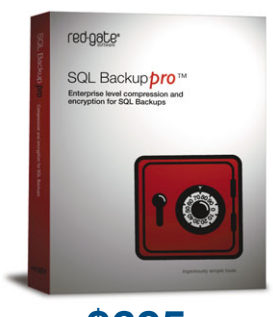
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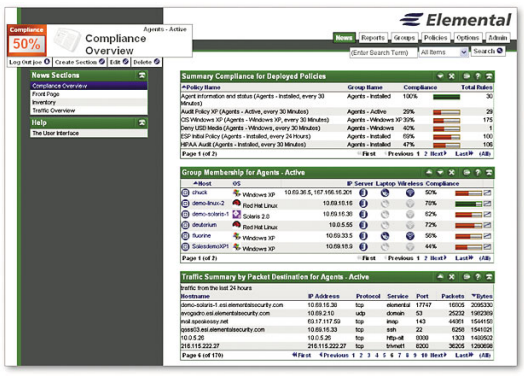
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*Manufacturer Presentation*

*Software - Security Advertisement*

# Elemental Security Platform 2.0

**Enhances Policy and Risk Management Functionality**




The Elemental ESP 2.0 delivers a deep policy library, including templates for regulatory initiatives such as Sarbanes-Oxley (SOX), the Health Insurance Portability and Accountability Act (HIPAA), and the Payment Card Industry (PCI) Data Security Standard, as well as for security best practices for operating system and application security from organizations such as NSA, DISA, Microsoft, and CIS. The Elemental ESP delivers enterprise-class performance with support for up to 10,000 managed agent hosts per server.

The Elemental ESP delivers centralized policy management and process automation across common server and desktop operating systems, allowing security administrators and compliance officers to consistently manage security policies across their entire network within a single management system. Elemental's new release offers agent support for Unix versions of IBM (AIX) and Hewlett-Packard (HP-UX), as well as for Mac OS X. Updated agent support for Red Hat Enterprise Linux 4 and server support for Sun Solaris have also been added.

In addition, the Elemental ESP offers enhanced functionality, including fine-grained policy management privileges and distributed authentication for administrators, flexible scheduling of policies and reports, extensive reporting supported by detailed drill downs, rule exception granting, and policy support for leading antivirus and antispyware applications.

**Key Customer Uses:**

• Protecting critical resources from unauthorized systems and users by implementing role-based access controls

• Protecting sensitive data against compromise or loss by complementing perimeter defenses with strong internal security based on effective policy and risk management

• Managing enterprise security policies more effectively with the first and only security policy system that makes the state and activity of users and computers totally transparent to administrators

• Simplifying Sarbanes-Oxley, HIPAA, and PCI compliance by making it easier to identify the required controls

• Reducing the cost and complexity of security and compliance audits through automation, which makes it simpler to show auditors that policies have been properly implemented, maintained, and monitored

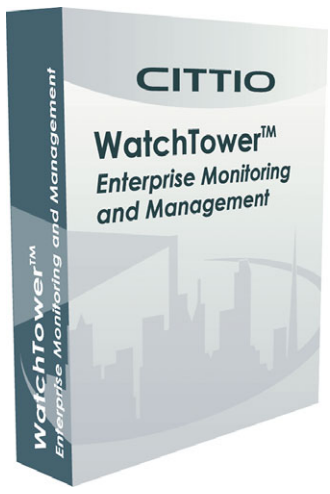
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Enterprise Policy and Risk Management

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*Software - Network & Systems Mgmt. Advertisement*

# WatchTower: System & Network Monitoring




**What if we told you there is an easier, faster, more cost-effective way to monitor your complete network infrastructure?**

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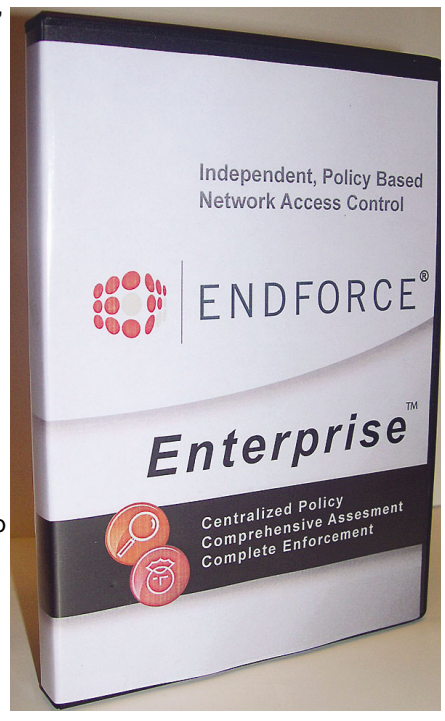
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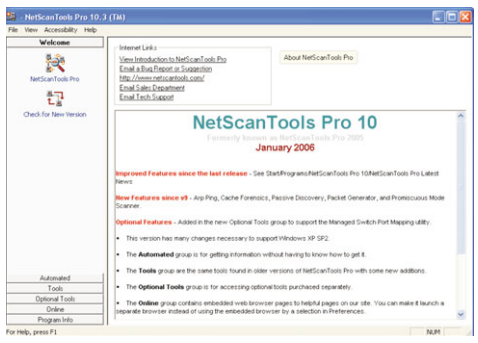
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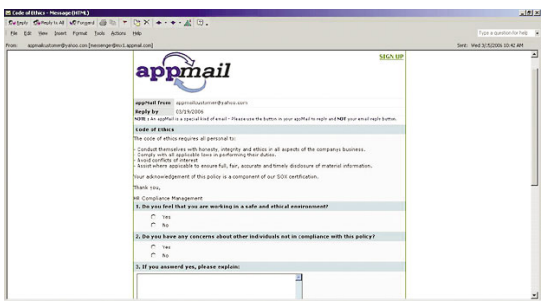
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## Manufacturer Presentation

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# If You Like Email, You Will Love appMail.



Dash, appMail's integrated platform for structured email communication, automates business processes and boosts workflow productivity. appMail's proprietary collaborative software manages core business functions entirely through email, leveraging knowledge workers' most widely used workflow tool. Dash distributes policies to employees' inboxes, collects affirmations, consolidates responses, and sends reminders for outstanding requests. Dash provides organizations of any size the tools necessary to optimize information distribution, collection and, analysis and increases productivity as important business processes are completely automated.

**Features**
Dash, a Web-based email tool, offers a new way to manage policy distribution and ensure employee compliance through email. Organizations can design and send policies via email and then capture and analyze responses. Dash puts structure in email without using attachments; consolidates all email responses into one; stores all responses in a database; allows for preset delivery dates, reminders, and dates to receive a consolidated report; and is user-friendly.

Templates of most standard forms are available to help save time.

**Benefits**
Dash enables organizations to use email to design and send customized surveys and compliance documents and to collect and consolidate all email responses into one organized report.

Dash saves time and processing costs as information is exchanged easily via email and reports are generated from data automatically collected. The Dash universal email solution provides tools to facilitate compliance with Sarbanes-Oxley and similar regulatory requirements. Dash takes email to the next level by automating and improving business processes.

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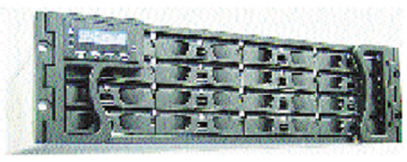
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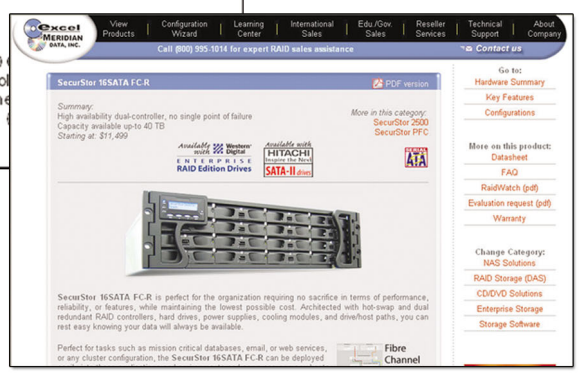
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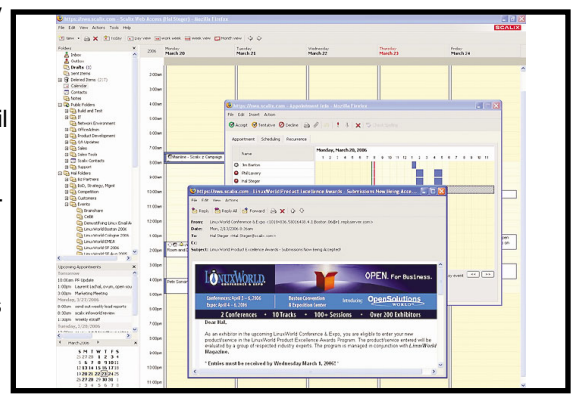
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## Manufacturer Presentation

*Software - Messaging & Groupware Advertisement*

### Extend the benefits of Linux to your email infrastructure.



Capitalizing on a proven technology foundation and the openness of Linux, Scalix gives enterprise customers a simple-to-manage, highly reliable, and feature-rich Linux email and calendaring platform. The Scalix platform represents a blend of proven enterprise-class technology and pioneering messaging innovations. HP OpenMail, which the company has licensed from Hewlett-Packard, serves as Scalix's robust enterprise-class foundation. Field-proven, these Linux email servers have been deployed by some of the world's largest and most-demanding enterprises supporting hundreds of thousands of users while reporting system availability above 99.99%.

**Unmatched Scalability and Reliability**
Based on open standards and a proven email server technology foundation, Scalix enables customers to create a robust and scalable environment that is flexible enough to adapt to their changing needs over time. The Scalix platform scales up to support organizations with hundreds of thousands of users and scales down for offices with fewer than 100 users, making it a viable alternative for a broad range of organizations.

**Uncompromising Email Functionality**
Business users have come to rely on advanced email and enterprise calendaring functionality for maximizing productivity and communications. The Scalix Clients of Choice Architecture supports virtually any email client and device, without loss of functionality or data integrity. This means full-function support for popular clients such as Microsoft Outlook, as well as the broad range of POP or IMAP clients available. Users can count on advanced features such as enterprise calendaring and scheduling with real-time free/busy lookup, contact and task management, public folders, rich text formatting, offline folder synchronization, secure delegate access to calendar and email, email rules, and more.

**Unbelievable Savings**
Scalix helps customers reduce costs in a number of areas: hardware, software, maintenance, migration, and support. These cost savings are achieved through scalability that enables server consolidation, high reliability, reduced complexity, administrative ease, and preservation of customers' existing investments in email-related applications and services. Customers can consolidate dozens, even hundreds, of departmental email servers down to a few low-cost Linux email servers, reducing the overall cost and complexity of their email infrastructure.

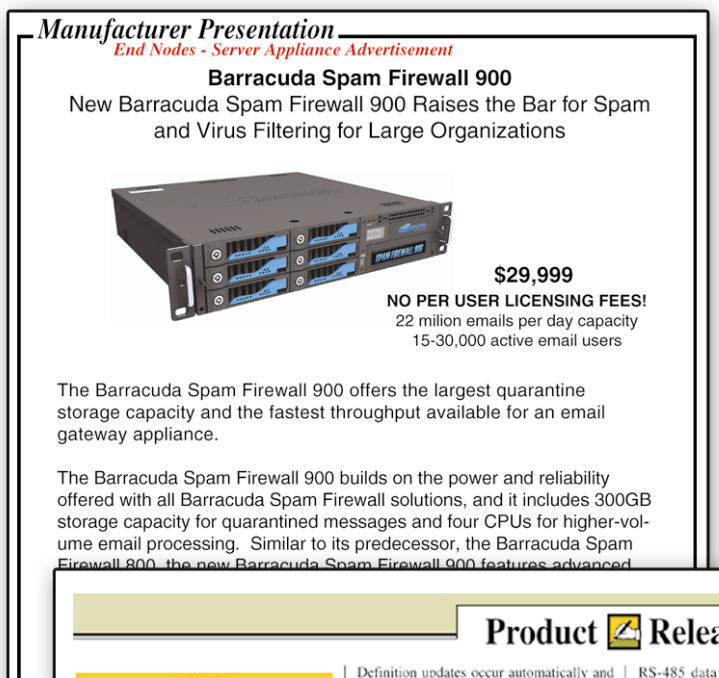
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The Barracuda Spam Firewall 900 offers the largest quarantine storage capacity and the fastest throughput available for an email gateway appliance.

The Barracuda Spam Firewall 900 builds on the power and reliability offered with all Barracuda Spam Firewall solutions, and it includes 300GB storage capacity for quarantined messages and four CPUs for higher-volume email processing. Similar to its predecessor, the Barracuda Spam Firewall 800, the new Barracuda Spam Firewall 900 features advanced



Product Releases

PHYSICAL

HVAC

■ **MovinCool** unveiled its CM12, a ceiling-mounted, spot-cooling air conditioner capable of providing 10,500 Btu/H. The device is ideal for crowded server or equipment rooms where maneuvering a portable spot cooler is often a difficult task. The CM12 has the following features: a built-in condensation pump, mounting brackets, both return and supply air flanges, and an automatic shut-off controlled from a common fire alarm control panel. The unit's evaporator has an operating range of 60 to 95 degrees F, and the condenser's operating range is 60 F to 113 F.

Definition updates occur automatically and users can scan any system connected to the network. An integrated spam blocker helps to filter incoming email without any changes to email programs (compatible with Microsoft Outlook/Outlook Express, Eudora, Netscape, Incredimail, AOL, Hotmail, MSN, and Yahoo!).

• • • • •

■ **Microsoft** is teaming up with **Whale Communications** to support a hybrid IPSec and SSL VPN appliance for large businesses. Called Whale Intelligent Application Gateway, the appliance will be based on Whale hardware and SSL VPN software in tandem with Microsoft ISA Server 2004's IPSec VPN, caching, Web proxy, and compression. The device sits behind corporate

RS-485 data flow control, reconnection, and remote firmware downloads. The Win98/NT/2000/XP-compatible gateway also features a port mapping utility.

• • • • •

■ **Belkin's** new CableFree USB Hub is the first USB Hub that doesn't require a cable that connects to the computer. The UWB (Ultra Wideband)-enabled device takes advantage of Freescale Semiconductor's Ultra-Wideband technology. A 4-port version of the hub will be available in spring this year. The hub lets users move notebook computers without losing their connections to USB devices

Video

■ **Adder Technology** announced the

■ **MOXA** bills the VPort 3310 as an industrial video server. The system features DIN-rail mounting, 24VDC redundant power inputs, and IP30 protection. A VPort 3310-T offers protection against extreme temperatures (-40 to 75 degrees C). The VPort 3310 uses MPEG-4 video compression to provide the best quality while using a minimum of bandwidth. Multicast IGMP (Internet Group Management Protocol) further increases bandwidth efficiency, and video is streamed using RTSP (Real Time Streaming Protocol) standard. Various video resolutions are offered, but MOXA claims the system can process 30fps at 352 x 240. SNMP provides for easy remote administration, and support for PPPoE and xDSL connections means you can connect

rectly to a WAN. The
OXA SoftDVR Lite IP
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Page 18

BUYERS' GUIDE
MARKET WATCH

## CD/DVD Duplicators

### Options For Creating Multiple Copies With Ease

*by Sixto Ortiz*

• • •

IF YOUR IT DEPARTMENT spends lots of time duplicating large numbers of media, a CD or DVD duplicator is an essential tool you can't do without. Many of these devices now come with integrated computers and high resolution printers and feature fully automated operation, so generating a large number of media copies is usually a matter of loading up a stack of discs, pushing a few buttons, and walking away. Here's an overview of a few CD/DVD duplicators that may meet your needs.

#### CD/DVD Duplicators Explained

The fastest CD/DVD burner in the world won't be much help when you're facing a large media duplication project. Manually



resolution text or graphics can be automatically printed onto your discs.

Of course, the more money you're willing to spend, the more features and duplicating prowess you can get in your duplicator of choice. Most manufacturers, such as Microtech, Condre, or Disc Makers, manufacture and market a wide variety of duplicator models running the gamut from a few hundred dollars to a few thousand.

If you want 100% automated operation, flexible software control, large capacity, and healthy throughput, be prepared to spend some dollars. But there are plenty of duplicator choices in the marketplace that are quite capable and won't shatter your budget.

#### Disc Makers EliteMicro Duplicators

Disc Makers manufactures and markets a wide variety of DVD and CD duplicators, ranging in price from under $1,000 to more than $4,000. The EliteMicro line of duplicators features easy PC connectivity, generous blank

printers.
Makers' EliteMicro
features a sing
D+R/48X C
to 75

future media purchases, free lifetime technical support, and a one-year warranty.

In November the company released its Pico single drive CD/DVD duplicator, designed to meet the needs of small business and even home office buyers who need duplication capabilities at a reasonable price. The Pico's throughput is impressive: up to six 4.7GB DVD±Rs per hour or 12 700MB CD-Rs per hour. The Pico also features a built-in 3-inch disc and CardDisc adapter, so marketing and promotions departments can use it to generate trade show giveaways.

#### Condre DVD Tracer Pro

Condre's Tracer Pro DVD recorder tower duplicator models feature dual format recording capabilities, providing the flexibility to do your duplication projects in the DVD standard of your choice. These Pioneer recorders are controlled via a user interface that allows for easy one-button operation of the recorder tower.

Multiple command functions such as load to hard drive, disc to disc copy, verify, copy and compare, and emulate are all sup-
orted. 40 or 80GB internal har
es allow for plenty of
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The company's Xpress XE duplicator is similar in many respects to the Xpress XD, but it has fewer capabilities than its higher-volume big brother. For example, the Xpress XE duplicator's capacity is "only" 200 blank discs, and the device includes two CD/DVD recorders.

**SNAPSHOT**

Microtech Xpress XD, XE, and 2400

Duplicators designed for high capacity, starting at 200 blank discs

www.Processor.com/Microtech

But, like the XD, the XE duplicator is also network capable, features a thermal or inkjet high resolution printer, and comes with an integrated Windows PC bundled with the same software package included with the XD. If you don't quite need 600 disc capacity, the Xpress XE may be just what you're looking for.

If you're shooting for the moon in terms of DVD/CD duplication firepower, the Microtech Xpress 2400 is a gargantuan duplicator consisting of four Xpress XD devices interconnected using a Gigabit Ethernet link. With a
mbined 24 recorders and a
nding 2,400 disc capac
ss 2400 is the duplic
ltimate weapon.
as
or

Other features include a standalone IDE to IDE copy controller, IDT CPU, onboard interface via LCD display, upgradeable firmware, and compatibility with a wide variety of formats, including DVD-ROM, DVD-Video, DVD±R, Business Card CD-R, 3-inch Mini CD-R, and others. You can order the Systor products on ESystor.com, its online shopping site.

#### Options For Everyone

CD/DVD duplicators are a boon for businesses that frequently generate multiple copies of source DVDs or CDs. Most of the devices discussed in this roundup are designed for easy, unattended operation while they tackle your most demanding CD or DVD duplication jobs. While models vary, the basic features remain the same across the board: the ability to generate multiple disc copies with little or no human intervention.

There is enough pricing wiggle room in the marketplace to satisfy everyone, but a word of caution: It's important to make sure your duplicator's amazing capabilities are not used for the wrong reasons. So it's important to have policy and administrative mea-
ures in place to prevent unautho-
d use of these devices, espe
in environments wh
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